Issue 207 2 March 1996

CBW

Coach and Bus Week

The PSV industry's news weekly

MARKET READER

MacIntosh hopes for repeat bus sales record

STUDENT UNION SUPPORT
Badgerline is hit on Bath university route Page 10

AFTERMATH OF BOMBING
Top taken off the cream of London business Page 17

UP HILL OR DOWN DALE?
Yorkshire operators have mixed feelings Page 24

WHYTE IS TAKING STOCK
New Caetanos as Aberdeen fleet grows Page 26

Alf Moseley Continental

QUALITY NEW & USED COACHES

1984 (April) LEYLAND TIGER 12M DUPLE CARIBBEAN

46 reclining seats trimmed in brown/orange moquette, rear offside sunken toilet with continental door, rear servery, double glazed tinted side windows, power operated entrance door, courier seat, semi-automatic gearbox, finished white/green/red.

M.O.T. 10th February 1997

1983 (June) LEYLAND ROYAL TIGER DOYEN 12M

50 reclining seats RETRIMMED in brown/red/orange moquette, courier seat, tinted double glazed side windows, power operated entrance door, semi-automatic gearbox, driver's fan, finished all white.

M.O.T. 12th September 1996

1989 (April) DENNIS JAVELIN 12M

53 reclining seats trimmed brown/red/orange/yellow chevron moquette, courier seat, tinted side windows, power entrance door, drop driver, finished white/silver/red/black.

M.O.T. 27th March 1996

1984 (April) LEYLAND TIGER 12M DUPLE CARIBBEAN

48 reclining seats trimmed in brown/orange moquette, rear offside sunken toilet with continental door, double glazed tinted side windows, power operated entrance door, semi-automatic gearbox, finished white/green/red.

M.O.T. 20th December 1996

1984 (May) DAF MB200 DKFL VAN HOOL ALIZEE

49/53 LABELLE reclining seats trimmed in brown/orange striped moquette, courier seat, tinted side windows with curtains, wired for TV/Video, power entrance door, centre sunken demountable toilet with continental door, finished in cream/red/yellow.

M.O.T. 20th October 1996

1984 (May) ROYAL TIGER PLAXTON PARAMOUNT 3500

49 reclining seats RETRIMMED in brown/red/orange moquette, courier seat, centre sunken toilet with continental door, driver's berth, tinted double glazed side windows with roller blinds, power operated entrance door, TELMA 6 speed ZF gearbox, finished all white.

M.O.T. 21st June 1996

1989 (February) LEYLAND TIGER 290 12M DUPLE 320

57 reclining seats trimmed grey/red moquette, power entrance door, tinted side windows, (ZF 6 speed gearbox), finished all white.

M.O.T. February 1997

1983 (February) LEYLAND TIGER 12M DUPLE CARIBBEAN

46 reclining seats trimmed in brown/orange moquette, rear offside sunken toilet with continental door, rear servery, double glazed tinted side windows, power operated entrance door, semi automatic gearbox, finished white/green/red.

M.O.T. 27th January 1997

1986 (December) LEYLAND ROYAL TIGER DOYEN 12M

49 reclining seats trimmed in brown/red/yellow striped moquette, courier seat, centre sunken toilet with continental door, water boiler, driver's berth, tinted double glazed windows with roller blinds, power operated entrance door, TELMA 6 speed manual gearbox, finished all white.

M.O.T. 11th October 1996

1983 (May) VOLVO B10M VAN HOOL ALIZEE 12M

49/53 recliners, brown/yellow moquette, courier seat, centre sunken demountable toilet with continental door, tinted side windows, power operated entrance door, finished cream/red/yellow.

M.O.T. 7th February 1997

1986 (December) LEYLAND ROYAL TIGER DOYEN 12M

49 reclining seats trimmed in grey/red/yellow moquette, courier seat, centre sunken toilet with continental door, water boiler, driver's berth, tinted double glazed side windows with roller blinds, power operated entrance door, TELMA 6 speed ZF gearbox, finished all white.

M.O.T. 25th December 1996

1989 (January) MERCEDES BENZ 0303 12M

53 reclining seats (VOGEL), red/orange/yellow moquette, courier seat, rear continental door, tinted side windows with roller blinds, power entrance door with peage window, full SUTRAK air conditioning, carpet to gangway and driver's area, finished red and cream.

M.O.T. 30th November 1996

1983 (May) LEYLAND TIGER 12M DUPLE CARIBBEAN

46 reclining seats trimmed in brown/orange moquette, courier seat, rear offside sunken toilet with continental door, rear servery, double glazed tinted side windows, power operated entrance door, semi-automatic gearbox, finished white/green/red.

M.O.T. 18th July 1996

1983 (June) SCANIA K112 12M JONCKHEERE P50

51 recliners, grey/purple, pink moquette, courier seat, centre sunken toilet with continental door, drinks machine, fridge, driver's berth, TV/Video, tinted side windows, power operated entrance door, TELMA, finished white/red relief.

M.O.T. 18th July 1996

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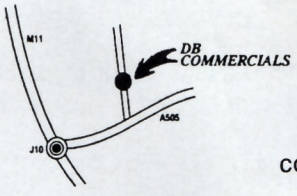

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Issue 207 2 March 1996

CBW
Coach and Bus Week
The PSV industry's news weekly

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POLITICIANS make the rules, so it seems wise to keep them informed about the issues which affect the smooth and profitable operation of the coach and bus industry. Consequently any move to inform and educate must be encouraged, whether this be along the corridors of power or a face-to-face interchange of ideas.

This week's House of Commons seminar held by The Coach Association was a commendable attempt to meet the legislators on their home ground and confront them with the consequences of their decisions.

No matter how prepared and experienced you may be in the art of political lobbying, it comes as a major shock when some elected representatives don't comprehend the difference between a coach and a bus, never mind the important economic and social roles they play.

However, when you consider the ill-conceived changes of recent months, perhaps we should not be surprised. Surely MPs should take expert advice before endorsing changes in regulations? But that fails to explain the baffling outside lane ban, muddled speed-limiter change, seatbelts in coaches for school runs, out-of-step axle limits, or the confusion over drivers' eyesight tests.

Despite all our misgivings and despair over this minefield of legislative change, Steven Norris is one Parliamentarian who shines above the rest.

His honest, straight-talking has won him many friends in the coach and bus industry. There's no evasive answers or ministerial double-speak. With Mr Norris in office we have a minister who understands the issues. If he disagrees he will tell you. If he cannot give you an answer he will take the problem away and come back with an explanation.

But, come the next election, he will be leaving politics to concentrate on his business.

He will be missed. We can only hope that the Norris legacy will linger long enough in the Department of Transport for his successors to follow the good example.

Contents

NEWS 4-12
Norris invites comments on seatbelts but let off the hook on outside lane ban; Euro 96 Championship heralds biggest coach movement for Capital; Scania Bus and Coach UK is launch-pad for growth; Streamline takes on Badgerline; Cummins reassures operators over factory closure

LEGAL NEWS ..... 14&15
Primrose Motor Services of Leominster refused licence increase after accident caused by faulty brakes

TOUR NEWS ..... 17&18
Operators count the cost of IRA bombing campaign; driver anger over services incentive scheme

MARKSMAN 19
Time to prepare for this year's costings tables

DIARY 20
Two-wheeler dealers; stuck up a Gummer-tree?

LETTERS 23
Seatbelts: a sledgehammer to crack a non-existent nut

SURVEY ..... 24&25
What Yorkshire operators think about seatbelts, speed limits and outside lane ban

DEALS AND DEALERS ..... 26&27
Whyte's keeps ahead; IoW Tours takes high-spec Century

PEOPLE 47
CentreWest training commitment recognised

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events

15 March: A Miscellany of Planning Law, Royal Town Planning Institute Northern Branch event, Gateshead Civic Centre. Details on 0191 222 7812

19 March: *CBW* Canadian Study Tour sponsored by Volvo and Plaxton. Details from Paul Tappin on 01235 819393 or fax 01235 816464

20 March: CIT's Frederick Speight Memorial Lecture by Moir Lockhead, chief executive of FirstBus, Moving People into the New Millennium. Details from Jeff English on 01603 457348

27 March: LPG, a Clean and Efficient Motor Fuel — Conference at the Commonwealth Conference and Events Centre, London. Details from LP Gas Association, Alma House, Alma Road, Reigate, Surrey RH2 OAZ, tel 01737 224700, fax 01737 241116

27 March: CTC Charity Ball, Forte Crest, Birmingham, 7.30pm. Tickets from Derrick Alsop on 0115 973 2260

27 March: Conference on use of LPG (liquefied petroleum gas), Commonwealth Centre, London. Details from LP Gas Association, Alma House, Alma Road, Reigate, Surrey, RH2 0AZ, tel 01737 224700, fax 01737 241116

27&28 March: British Travel Trade Fair, NEC, Birmingham. Details from Reed Exhibitions on 0181 910 7896

15-18 April: Policies Not Politics,CPT Scottish Conference, Turnberry Hotel, Ayreshire. Contact Peter Thompson on 0141 6394984

17-18 April: Smart Cards in Transport, Practical Progress and the Way Ahead, second international conference, the Landmark Hotel, London. Details from International Conference Group on 0181 743 8787, fax 0181 740 1717

18 April: Buses Worldwide meeting, Fred Tallent Hall, Drummond Street, London NW1. David Corke on Cyprus, the past 10 years. Details from Ian Johnston, 3 Cypress Drive, Fleet, Hants, GU13 9HE

Cowie: in frame for County Bus & Coach sale?

▼ Coach and Bus

WMT may sell County

THERE were rumours last week that Essex-based County Bus & Coach is about to be sold.

The West Midlands Travel subsidiary has been visited by senior management of Cowie's Grey-Green in the past fortnight, fuelling speculation that Cowie is interested in the Harlow-based operator, though neither plc would comment on the rumour.

"The official line would always be that we cannot comment on any acquisition or plan for acquisition until it has been formally announced," said a Cowie spokesman, while a West Midlands Travel spokesman said he heard the 'for-sale' rumour some time ago, but no more.

County Bus & Coach runs around 230 vehicles and has a number of London Transport Buses contracts and local services. Current md is Rodney Pangbourne.

▼ Coach

Speed and at TCA Com

More than 50 top coach opera

by Mark Williams

TOP brass from the European Commission and Parliamentary transport spokesmen, including Steven Norris, were among the guests drawn to The Coach Association's seminar at the House of Commons this week.

▼ Coach

Blands licence suspended for fortnight

COACH operator Blands of Cottesmore's 10-vehicle licence has been suspended for a fortnight by Eastern traffic commissioner Brigadier Compton Boyd. The firm, of 27 Main Street, Cottesmore, Near Oakham, Rutland, appeared at a Cambridge disciplinary inquiry because of concern over its maintenance record.

DoT vehicle examiner Mike Faulkner said two immediate prohibitions had been issued since the last public inquiry, for four immediate items, three instances of loose wheelnuts and one of a worn tyre.

He visited the firm in October, inspecting three vehicles which were free from defects. The stated period between inspections had not been adhered to. It appeared one vehicle had not been inspected for six months and had covered 12,000 miles in that period. Defects recorded were not always shown as rectified and there was delay in passing the maintenance contractor's inspection records to the operator to carry out repairs.

▼ Coach

Horseman chartering aircraft for tours

HORSEMAN of Reading is chartering aircraft to serve its tour programme, after its fourth successful air package season. The Dash 80s it privately chartered last year proved a useful addition to Horseman's tour programme, which has expanded dramatically in the last 12 months and now includes deals with newspaper groups as far north as Liverpool.

The 50-seater aircraft have been used in conjunction with coach shuttles predominately in short breaks to Jersey, and have vindicated the efforts of Keith Horseman, md, to include them in the tour portfolio.

"My advice to other operators would be not to bother with chartering aircraft," said Mr Horseman. "Organisationally, it's horrendous, and anyone embarking on this course should be absolutely certain of his marketing. Even a few empty seats can turn a tour into a loss but, if you get everything right, chartering aircraft can be very profitable."

"The primary job of flights is to generate mileage for the coach fleet," said Mr Horseman.

belts are issues mons seminar

tors and suppliers quiz EU and UK big guns

Steven Norris: promised answers to seatbelt questions

With over 50 quality operators and suppliers in attendance, the key issues affecting the coach industry were high on the agenda. The EU experts confirmed that speed limiters should now be set at 62.5 mph (100 km/h) and not 65 mph as interpreted by the UK Government (*CBW*, 27 January) and, despite a polished defence of the controversial seatbelt regulations, transport minister Steven Norris was let off the hook on the lack of criteria for judging the success of the outside lane ban.

When asked: "What standards should be applied when fitting seatbelts?" Mr Norris said there was no problem on post-'88 vehicles but the technical problems on older coaches were too numerous and complex to incorporate in the regulations.

Nevertheless, he invited his audience to write to him about their concerns so he could act upon them. He promised answers to any questions.

On the protracted debate over coach axle weights, which are scheduled to stay below the European limits until 1999, Mr Norris said there would be an announcement "at an early stage."

Showing an open attitude towards new legislation on maximum vehicle lengths, he suggested that the desirability of 15-metre coaches might outweigh objections if there were no fundamental problems.

Top European officials Luc Werring (transport) and Peter Smith (industry) confirmed the latest position on EU Directives affecting seatbelts and coach and bus construction.

Mr Smith said the EU would not require retrospective fitting of belts in its timetable for new vehicles expected to start in 1997. Coaches will have two-point belts on all seats except those where passengers are at risk behind a hard object, where three-point will be required. Existing anchorage and seat strength regulations will apply.

The new regs will not only bring Europe in line with the UK in terms of seatbelts but also the tilt test, which will apply to other countries in the EU for the first time and, as a consequence of compulsory seatbelts, the Europeans will lose the right to use incompatible coach seats which slide out into the centre aisle .

Other political spokesmen included Labour's Keith Hill, who promised a commitment to work in partnership with the industry but offered no specific policy proposals.

The Lib-Dem's David Chidgey called for more enforcement to "remove the cowboy operators" and simplified drivers' hours rules.

Although Mr Chidgey expressed concern about the effects of the tighter eyesight rules for drivers, this was put into focus by Mr Werring of the European Commission, who said that only drivers with exceptionally poor eyesight in one eye would have a problem. "It's an overdone story," he said.

Les Wheatley: 'board delighted at vote'

▼ Coach and Bus

GMS staff vote yes

GMS Buses employee shareholders have voted by a large majority at a meeting in Manchester to accept the takeover offer by Stagecoach made last month (*CBW*, 3 February).

The offer provides each shareholder with £10 for each £1 share held and has been supported by the GMS Buses board and unions. The board reviewed a number of options for the business and has been advised throughout the process by Price Waterhouse Corporate Finance and Eversheds.

In total, the offer values the business at £40.7 million, of which approximately half will go to the employee shareholders and the balance to the financial institutions.

Although now part of the Stagecoach group, GMS will continue to operate as an autonomous business from its headquarters in Stockport.

There are no immediate plans to repaint the familiar orange buses in Stagecoach colours. Stagecoach has made a number of guarantees to employees, including no compulsory redundancies for at least three years.

Les Wheatley, chief executive, GMS Buses, said: "I believe the takeover by Stagecoach has been in the best interests of the employee shareholders, the business and the travelling public. The board is delighted that such a high proportion of employees has voted in favour of the offer. We look forward to improving our already high standard of service to our customers under our new ownership."

CBW

▼ Coach and Bus

New regs welcomed

THE Royal Society for the Prevention of Accidents (RoSPA) has welcomed the news that coaches registered after 1 October 1988 and minibuses that are used to carry children will have to be fitted with seatbelts from February 1997.

RoSPA road safety adviser Dave Rogers said the fact a lap belt would have to be fitted to each seat used by a child aged from three to 16 was a move towards RoSPA's aim for a belt on every seat in minibuses and coaches. But he said many belts that had already been fitted might not meet the new regulations because they had not been installed properly.

In brief

New midicoach

THE East German associate company of Ernst Auwärter, EA-KFB, is putting the finishing touches to the prototype of a new midi-sized luxury coach on Volvo running units. The quaintly-named new Auwärter EuroSkate HD 120 coach is to be the forerunner of a new family of 9.2-metre vehicles which will also include a bus version.

Bus ads system

BUSPAK is to launch its barcoding monitoring system nationally after a successful trial in Scotland. The system will ensure advertisers and contractors, for the first time, have instant and accurate information about the posting and removal of their campaign signs, their age, as well as location of every sign and bus throughout the country.

Renault scoop

THE Renault VI Group has been awarded a FFR 130 million contract to supply 200 B731 Czech Karosa city buses by Lebanon's Office des Chemins de Fer et des Transports en Commun (OCFTC) to service the Beirut area. The buses will have Renault's powertrain components.

Minibus event

THE 1996 Minibus and Fleet Management Conference will allow minibus users to meet with fellow operators, hear operational, legal, technical and marketing experts, and discuss issues of common concern. The event is at the Excelsior Hotel, Heathrow on 24-25 April (See Events, page 4).

Leasing deal

MERSEY Regional Ambulance Service is the first to lease paramedic ambulances as it believes leasing offers better value for money. In an agreement with Automotive Leasing of West Sussex the trust will take delivery of 17 'Premia' Paramedic Ambulances early in the new financial year.

▼ Coach

Champion is just Capital

June will see the biggest coach movement of the year

By Mark Williams

CAPITAL Coaches is the Euro 96 champion - having won a knockout contest for biggest coach movement of the year.

Capital will have up to 200 coaches per day carrying European football fans, in a contract which lasts from 8 to 30 June. To achieve this, it has sub-contracted 150 vehicles.

The operation contrasts with Clarkes of London's total of 80 vehicles (*CBW*, 27 January) on London's biggest coach movement, though Clarkes will be using more of its own vehicles when it coaches 6,000 Japanese tourists to the giant Carle lingerie convention and on sightseeing excursions.

The massive task of shifting around 10,000 soccer fans from Holland, Switzerland and other mainland countries will be co-ordinated from Capital's West Drayton headquarters. So far, it has had to trawl as far north as Newcastle to get the vehicles it needs.

"It will keep us busy for the entire month," said Paul Cowell, Capital's md. "Finding the vehicles hasn't been a problem. We've got good rates for the work."

In addition to hiring coaches, Mr Cowell said his team had to book accommodation for drivers and prepare parking space, since usage would vary from 100 vehicles per day upwards.

The contract is the result of Capital's long-standing business relationship with Gulliver Sports Travel.

Capital: huge contract will keep up to 200 coaches busy for a month

▼ Coach and Bus

Fears for jobs as new eye test comes in

A LASER eye surgery specialist says as many as half of all spectacle wearers could fail the PSV test on uncorrected eyesight after July.

The new eye test (*CBW*, 27 January) checks unaided vision in both eyes, instead of one, and ends 'grandfather rights' to hold on to licences with previous standards. But the Corneal Laser Centre in Leeds says the lower limits would, based on the patients it sees, fail as many as half of all new PSV examinees.

"Anyone short-sighted whose optical prescription is around -4 to -5 dioptres, or worse, is likely to have difficulty reaching the new standard," said the CLC's managing director, Christopher Neave. "I would say that is a significant proportion... probably more than half of all people who wear glasses or contact lenses."

The Department of Transport was anxious to point out that current PSV drivers have already met the standard for unaided vision in one eye, and are not representative of the general public.

Many spectacle wearers with the poor vision referred to by Mr Neave will already have been 'weeded out' by the previous test, and the DoT is sticking to its original estimate of 3,000 current drivers, spread through the HGV and PSV industries, losing their licences at re-test.

"This figure is based on consultation with all the major eye treatment associations in the UK, and on the statistical evidence of the actual results of past eye tests for drivers," said a DoT spokesman. "It could be true that 60 per cent of spectacle wearers off the street may fail, but this is a base line. Professional drivers are already above that base line, having passed some form of uncorrected eye test, and are not the average of the man on the street."

He added that drivers whose eyesight is below the current 3/60 test for uncorrected vision were unlikely to be able to meet the test for corrected field of vision.

One of the only permanent solutions for drivers who fail the test for uncorrected sight could be corneal laser treatment, in which the surface of the eye is 'etched' with a controlled laser beam to a precise level, correcting unaided vision. After treatment, patients can still wear eyesight correction such as glasses or contact lenses if still required.

Mr Neave said his company would hope that between 70 per cent and 80 per cent of marginal eye test failures could be treated successfully, but that the success rate drops in severe short-sightedness and may be inappropriate for other eye

"Since this is potentially a redundancy issue, I would hope some employers would investigate laser surgery for staff," Mr Neave said.

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In brief

Accident regs

ENVIRONMENT minister Sir Paul Beresford has welcomed new accident reporting regulations. He said they streamlined and simplified the law on reporting serious work-related injuries, ill health and dangerous occurrences and that now there would be one set of regulations instead of five. For the first time, injuries to people at work caused by acts of violence must be reported.

Renault growth

TOTAL sales of the Renault VI Group rose 19.5 per cent last year, with nearly 75,800 vehicles sold. The group says it is continuing to make steady progress in all its markets. The group's coach and bus sales in Europe were up 10 per cent, totalling 440 vehicles. France showed a strong upward trend in the bus market and a stable coach market.

Ferry facilities

P&O European Ferries employees at Dover recommended facilities should be provided to transport wheelchair users from the railway and passenger reception to and from the ferries in comfort. So P&O decided to refurbish the current fleet of Leyland National buses and to incorporate a Ratcliff Step lift for wheelchair access in them. The first of the buses are already in service.

Problem solver

TRANSFORM Systems, which specialises in bus company management information systems, has produced a disk showing how Transform's new Ticket Inspector program harnesses the data from Wayfarer ticket machines to solve many day-to-day problems of bus operators. Readers can obtain the disk free by dialling 0181 504 1766.

Rumanian deal

DAF Bus International and Berkhof in the Netherlands have confirmed their intention to begin manufacturing high-quality city buses together with local partners in Rumania in mid 1997.

▼ Coach

Strong leadership boosts

Don MacIntosh is a 'hands-on' ma

By Mike Morgan

DON MacIntosh, the man behind Scania Coach Sales' spectacular growth in turnover to £23 million from £10 million, is hoping for a repeat performance when bus sales are added to his portfolio at the end of next month (*CBW*, 17 February).

In the four years since Mr MacIntosh took over as managing director of the Worksop-based dealership, sales of new Scania coaches have leapt to 144 from 65.

A combination of shrewd marketing decisions and a dedicated drive to improve customer care are behind the Scania GB-owned dealership's revitalised performance.

Most noticeable was the decision nearly three years ago to import the stylish Irizar Century as an exclusive Scania product and this was followed by the brave decision to add the tri-axle Century to the vehicle line-up.

The Irizar story personifies Mr MacIntosh's leadership. By reading the market correctly and predicting demand he has stayed ahead of the trends, giving operators timely access to vehicles that meet their needs.

Air conditioning was standard when forced-air ventilation was the market norm. Yet, by resisting pressure to delete a feature seen by many as an unnecessary option, Scania Century operators were prepared for the unprecedented demand for air-con coaches as temperatures soared last Summer. With equal determination, Mr MacIntosh believes firmly in the virtues of retarders. He said: "I won't let any new coach leave here without one."

This strong leadership is also reflected in tight control of used vehicle stocks. Whereas four years ago sales of pre-owned coaches outnumbered new by almost two to one, the position is now reversed, with latest figures showing 97 used sales over the last 12 months compared with 144 new.

Mr MacIntosh said: "A lot of the increase in turnover is down to the Irizar but, if we had a low-floor coach, we'd do a lot more."

Tantalisingly he wouldn't be drawn on what bodywork he had in mind for such a venture, though

Scania Coach Sales: in four years sales have gone from 65 to 144

▼ Coach and Bus

Britain proves largest market for Volvo PSV sales last year

THE UK was Volvo's largest coach and bus market last year, absorbing almost 1,400 chassis - more than three times as many as the chassis manufacturer's home market.

The UK market in 1994 was just 820 chassis, and has risen by a staggering 68 per cent, against a background world market growth of eight per cent. Even in terms of global sales, it dominates Volvo's other export markets by a large margin.

Brazil had been it biggest market in 1994, taking 890 chassis. But with only 14 per cent growth to just over 1,000 chassis, it was overtaken by Britain. Sweden ranked third on its league, taking a mere 410 chassis, Singapore and Peru had 280 apiece and the USA 250 – its first-ever Volvo chassis taken in the last half of the year.

"Vigorous efforts are currently under way to develop new markets and further strengthen the corporation's global position," said a spokesman. But since it currently dominates the Western European market with a 17.4 per cent share, it seems Britain can look forward to further promotion.

In all, Volvo manufactured 6,868 coach and bus chassis in 1995, increasing its output by 19 per cent during the year. It acquired 51 per cent of Canadian coach bodybuilder Prévost Car Incorporated, giving it access to North America.

Prévost currently has 25 per cent of the heavy-duty tourist transport segment in Canada and the USA, including its extensive business selling large motorhomes.

Its other big expansion was the joint venture in Volvo Bus Poland - a company 55 per cent owned by Volvo, and 45 per cent by Finnish bodybuilder Carrus Oy. It has production schedules for 200 low-emission city buses for 1997.

market share

and Scania is reaping the benefits

Don MacIntosh: increased turnover by £13m

he confirmed the 10 Berkhof-bodied K93s which acted as a pilot during 1995 will not be repeated. He said: "I don't want to be in direct competition with David Waterman at AVE Berkhof."

Body supply is the one piece of the vehicle supply jigsaw which could hold down the number of new coach registrations in 1996, according to Mr MacIntosh. Taking a "more conservative" stance on the approach to the Euro 2 emissions standards to imposed from 1 October 1996, he has around 115 body slots booked with bodybuilders. With at least 80 of these already assigned to customers, the prospects of a vehicle shortage loom large.

Unless coach operators can be persuaded to look at their orders a year in advance it's a problem exacerbated by bodybuilders' own full order books. Everything else is in place. "Chassis supply is okay, access to finance packages is okay (Scania Vehicle Management is geared up and actively looking for bus contracts), maintenance is okay. The problem is the body," said the Scania Coach Sales md.

But, with buses soon to swell the company turnover, Mr MacIntosh can look forward to a change in status from Scania distributor to Scania importer, giving big companies in particular the reassurance which flows from being the manufacturer's direct representative in the UK - no more confusion as to whether they should deal with Scania GB in Milton Keynes or Scania Coach Sales in Worksop.

On coach sales the success has been built on catering for the needs of the small to medium-sized operator rather than target the five larger buyers who take up one-third of new coach demand.

But that's a situation which mirrors the bus industry and its significance is not lost on Mr MacIntosh, who recognises that the sales strategy for coach and bus requires two separate teams.

Although all the big bus groups operate Scania buses, most are inherited through company acquisition, so there's a need to establish a line of communication which enables the new Scania Bus & Coach UK Ltd to build on its strength - ie identifying and providing for its customers' needs.

Heartened by an order for 50 Scania L113s to be bodied by Marcopolo for the Stagecoach associate company in Portugal, Mr MacIntosh expects at least 200 bus sales for Scania in the UK, giving a combined total with coach of 350.

And can the Worksop site cope with this increase in activity? Workshops are designed for easy expansion, adequate land is available for parking, office space is no problem. Scania has set its stall out at the heavy end of the market. It has won friends in the coach world through its attention to customers and is expecting the same strategy to woo bus operators into the fold.

In brief

Trams return?

TRAMS could be making a comeback to Edinburgh after a 40-year gap. Lothian Region Council is looking at re-instating trams through Princes Street and beyond, confirmed its chairman Peter Begg, though their introduction depended heavily on a feasibility study.

Motorcycle news

THE AA Vodafone Roadwatch has added motorcycle reporters to its traffic information network, which broadcasts regular updates on Classic FM, Talk Radio and 30 other commercial radio stations. A fleet of Honda bikes is providing 'live' reports to the AA, which are then fed down an on-line terminal to the radio stations.

Sponsorship

CARDIFF Railway Company is to sponsor Bus and Coach Wales - the rally now in its third year. The 2 June event at Barry Island, Glamorgan, is set to attract preserved coaches and buses, vintage cars, commercials and traction engines. It is hoped last year's attendance figure can be beaten.

Red Route stops

THE Confederation of Passenger Transport has won a battle for coach stops along the new Red Route covering Bresenden Place, Victoria. Representations to Westminster City Council and the Traffic Director for London resulted in six bays being available from 4pm to 7pm, Monday to Saturday. CPT is hoping to negotiate more flexible timings.

PPL amnesty

PHONOGRAPHIC Performance Ltd (PPL), the firm which oversees licensing of audio recordings from 1,500 recording companies, has offered an amnesty to coach operators who do not have a current licence. Applications from 1 March to 1 April, returned within 28 days, will cover all vehicles in which tapes and CDs are actually played, and pro rata with level of use.

▼ Coach

Pullman makes Premiere choice

SWANSEA-based operator Pullman Coaches of Penclawdd has bought its first new full-sized coach, having built its business from two minicoaches to a fleet of 14 vehicles. The latest choice by the partnership of Charles Lewis and Hywel Rees is a Dennis Javelin-based Plaxton Premiere, with 49 seats, rear sunken toilet, continental door and a coffee machine, supplied by Kirkby. "It's not enough just to expand the business," said Mr Lewis. "You have to improve the quality of the vehicles you operate." CBW

Pullman Coaches: improving quality of fleet with Plaxton Premiere

Badgerline: threatened on one of its most profitable Bath routes

▼ Bus

Streamline takes on Badgerline

Tie-up with students' union

By Mark Williams

A TIE-UP between Bath-based Streamline Buses and the university students' union is threatening one of Badgerline's most profitable routes.

Streamline had been approached for a number of years by the students' union to run a service, claiming that fares on Badgerline's service 18 were too high.

But it has taken until this year for the climate to be right for head-on competition, said Streamline's md Doug Tustin.

"We believed that, under our arrangement with the students' union, there was room for a fare reduction," said Mr Tustin. "It's proving highly successful. What started as a two-bus route rapidly became three plus duplicates, and we reckon to be carrying almost 90 per cent of all university fares."

Mr Tustin said the reaction from Badgerline was to flood the route with four buses for every one of Streamline's, and knock 40 per cent off the fares. But students have remained loyal to the Streamline scheme negotiated by its union president, Steve Bradley. Mr Tustin did not want to comment on the financial detail of the arrangement.

Badgerline general manager Martin Curtis said his company had encountered no great problems with Streamline, and the two preserved a mutual respect.

"But Streamline has recently embarked on its first, serious commercial route," he said. "We haven't established the extent of the tie-up between Streamline and the students' union. We are carrying the vast majority of non-students, and half the students."

But Mr Curtis admitted Badgerline was reviewing the number of vehicles on the route and the service frequency as the Streamline action begins to bite.

Streamline's route uses Hughes DAF Ikarus 74 seaters plus duplicate minibuses from its fleet. The firm has grown from four vehicles in 1986 to 22 this year.

▼ Bus

Slip-up on LT Tender

READERS of *Transit*, our sister publication for bus, tram and train managers, may have been confused by an advertisement which appeared in error in the Appointments & Tenders section of issue 25 last week. It contained London Transport Buses tenders which were allocated last year, and others up for tendering at the end of March.

An administrative mistake in our advertising department led to the slip-up, and we offer our sincere apologies to readers and to LTB for any confusion this may have caused.

A corrected version of the advertisement appears in this issue of *CBW*.

▼ Coach and Bus

Government plans new Scottish policy

THE Government has planned a consultation exercise to thrash out a new and balanced transport policy for Scotland.

Lord James Douglas-Hamilton, Scottish Office roads and transport minister, told a conference at the Lothian Regional Council Chamber last week that five 'focus groups' — including transport researchers, consultants and academics — would identify key issues, and examine areas such as appraisal and transport infrastructure pricing.

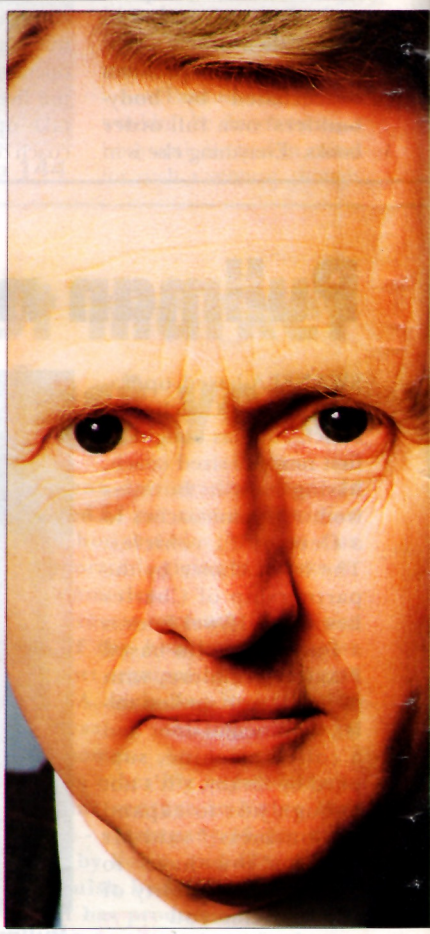
"We are seeking to implement a policy framework which can harness the efficiencies and responsiveness of the market to a clear and identified role for the public sector," said Lord Douglas-Hamilton. "We look to the market to provide infrastructure and services. The public sector should provide the policy framework."

He said the public sector should support necessary services where the market cannot, and be an increasing provider of infrastructure through the Government's Private Finance Initiative.

But the announcement was greeted with derision by a Labour Party spokesman, and Stagecoach executive chairman Brian Souter blamed withdrawal of subsidies to the industry for the loss of socially-important bus routes.

Labour spokesman Brian Wilson said that the consultation avoided the crucial issue, and that his party would reintroduce regulation and municipal transport companies to safeguard rural and off-peak services: "The announcement is a joke in poor taste," he told reporters.

"Any loss of service that there has been on loss-making social routes has really come about more as a result of the squeeze on local government finance rather than the system of deregulation itself," said Mr Souter. CBW



Promise: Lord Douglas-Hamilton

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Distributor Kässbohrer UK has a bulging order book for 1996

▼ Coach

Cracking start for Kässbohrer UK

KÄSSBOHRER UK has had a cracking start to the year, with 56 Setra 250s in build for the UK market, and 51 of those sold.

Among deliveries this Spring are Boon's 'Hecmobil' coach seen at last year's Coach & Bus 95, five Setra 250s for Staines Crusader of Clacton-on-Sea, four for Travellers of London, six for Redwing, and a further five for committed Setra devotee, Capital Coaches of West Drayton.

"This is a better year for us than 95," said Jim Shuttleworth, md of Kässbohrer UK. "On top of those, I've taken orders for a further six for 1997." CBW

▼ Coach and Bus

'Closure won't affect engines'

Cummins reassures operators

By Mark Williams

CUMMINS has reassured operators that the closure of its Lanarkshire plant will not affect its bus engines.

The B and C group engines used in PSVs are produced at Darlington, which has not been a victim of the US-based manufacturer's restructuring.

Cummins is to transfer production of L and D heavy-duty engines to Darlington and its rail and defence work to Cumbernauld, near Glasgow.

Total job losses for its worldwide reorganisation will be 2,000, of which 700 will be at the Scottish factory, in Shotts. Union leaders say the closure is a devastating blow for the local community.

▼ Coach

Access dividend for Peace's

GRAMPIAN coach operator Peace's Coaches of Echt, near Aberdeen, has added a full-sized, wheelchair-accessible '87 Volvo coach to its fleet of 10 vehicles. And it had a grand lift-off with a booking for a group including 12 wheelchairs going to Blackpool in September.

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- '90 K93 PLAXTON 3200, 49 R + C, toilet, drinks machine, driver's bunk, radio, PA, cassette
- '90 K93 DUPLE 320, 51 F + C, toilet, radio, PA, cassette
- '90 K113 VAN HOOL ALIZEE SH, 49 R + C, toilet, video/monitor, driver's bunk, radio, PA, cassette
- '92 K93 DUPLE 320, 55 F, toilet, drinks machine, radio, PA, cassette
- '92 K113 PLAXTON 3500, 51 R + C, toilet, video/monitor, retarder, radio, PA, cassette

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1989 (F) VOLVO B10M VAN HOOL ALIZEE

ZF 6 speed S690 manual gearbox, Telma retarder, Autolube, 53 reclining seats including seat belts, half rear emergency exit, double glazed side windows with blinds, radio/PA/ system **choice of 24, choice of 17** 10 blue moquette, 14 brown (7 sold) /orange moquette.

1990 (G) VOLVO B10M VAN HOOL ALIZEE

ZF 6 speed S690 manual gearbox,Telma retarder, Autolube, 49 reclining seats &crew seat, half rear emergency exit, double glazed side windows with blinds, radio/PA/ system **choice of 2** brown/orange moquette.

1991 (H) VOLVO B10M MKIII VAN HOOL ALIZEE

ZF HP5000 Automatic gearbox, ABS, Autolube, 49 reclining seats including seats belts & crew seat, centre continental door, double glazed side windows with blinds courier seat, mid section servery/fridge & toilet, radio /PA/system **choice of 11**, brown/orange moquette

SCANIA K113 VAN HOOL ALIZEE

1994 ... SOLD ... boile... tinted

SCANIA K112 PLAXTON 4000

1985 (C) 72 reclining seats, 2 courier seats, toilet, drinks, repainted white, New MOT.

DAF SB 3000 VAN HOOL ALIZEE

1989 (F) reclining seats, Webasto, drivers bunk, double glazing, foot resests, seat back nets, water boiler, fridge curtains, carpets, wired for TV & video, sunken centre toilet, continental door, New MOT.

SETRA TORNADO 215HD

1992 (J) Man engine, 2F 7 speed gearbox, VBoith retarder, 49 reclining seats & courier seat, sunken centre toilet, continental door, Webasto heating, Sutrak air conditioning, servery unit with water boiler, front mounted fridge, radio/pa/system, 2 TV monitors and videos, drivers bunk, drivers door with wardrobe and central locking, New MOT.

MAN JONCKHEERE

1990 (G) Low driver 6 speed ZF gearbox ... courier, ... servey, ... double glazed ... SOLD ... New MOT.

LEYLAND TIGER 260 DUPLE 340

1987 (D) 48 Reclining seats, hydracyclic gearbox. O/S/R sunken toilet, continental door, TV/Video, courier seat, blue stripe moquette, exterior 2 tone metallic grey. New MOT

VOLVO B10M BERKHOF ESPRIT

1984 (B) 57 Fixed seats, curtains, radio/pa/cassette, retrimed, moquette grey, exterior white. MOT Jan 97

LEYLAND TIGERS

1988 (F) & 1989 (F & G) Alexander service bus bodies, Cummins L10 ZF Automatic, 55 seats + 24 standees, painted white. Choice of 8.

1992 (J) SCANIA ELITE K113 PLAXTON PARAMOUNT 3500

7 speed manual GR801 comfort shift gearbox, ABS, road speed governor, variable top speed limiter, exhaust brake, kneel facility, ferry lift, autolube, electric retarder, Webasto heating, inswinging entrance door. Central continental door, centre toilet, half rear emergency door, 3 roof vents, forced air ventilation aircraft lockers, crew compartment, grey moquette, 49 reclining seats, centre gangway carpet, double glazed, side curtains, rear curtains, side blinds, aluminium wheels, Blaupunkt radio/Pa system. MOT. 13.09.96

VOLVO B10M VAN HOOL ALIZEE SH

1986 (D) 6 speed splitter gearbox, 28 reclining seats & courier seat, 8 tables, Sutrak air conditioning, Webasto, alloy wheels, radio/pa/cassette, 2 X TV & videos, rear saloon mounted toilet & rear kitchen with fridges, sinks, hot & cold water, over, storage cupboard, rollo blinds, double glazed, New MOT.

1989 (F) VOLVO B10MT PLAXTON 4000 RS

65 reclining seats, TV/Video Stereo, toilet, double glazing, sun blinds, curtains, carpets, drinks, fridge, drivers bunk, crew seat, Telma retarder, brown/orange chevron moquette, curtains, exterior all white. new MOT.

▼ Maintenance

Sapcote fleet cut for month

MAINTENANCE problems have led to Michael Spence's O-licence authorisation being cut from four to three vehicles for a month by Eastern traffic commissioner Brigadier Compton Boyd.

Mr Spence, of 51 Harecroft Crescent, Sapcote, Leicester, trading as Sapcote Coaches, appeared before the commissioner at a Cambridge disciplinary inquiry.

In reaching his decision, the commissioner said he noted a statement of intention given during the hearing by Mr Spence to have his vehicles regularly inspected by an outside contractor, and he wanted a copy of the contract with the garage concerned produced within 14 days.

▼ Maintenance

Accident caused by faul

Commissioner refuses increase in authorisation after hearing mechan

by Michael Jewell

A PRIMROSE Motor Services (Leominster) bus veered across the road and was in an accident because of a brakes problem, a Birmingham disciplinary inquiry heard. It also heard that a party of school children had arrived at their destination 12 hours late because of problems with two of the company's vehicles.

Though deciding not to take any action against the company, West Midland traffic commissioner John Mervyn Pugh refused its bid to increase the authorisation on its O-licence from 16 to 21 single deckers.

For Primrose, of Worcester Road, Hereford, Michael Carless said that, 16 months ago, it had been acquired from the Bengry family by the Yeomans family, both highly-respected operators.

Commenting on an unsatisfactory marking on a report from a DoT vehicle examiner, Mr Carless said that, unless everything was absolutely perfect, such reports were so marked. On the other side of the scale, the company had received a complimentary letter from the Metropolitan Police after one of its vehicles was examined in a check at Victoria Bus Station.

Of the three prohibitions issued, one had been for defective light bulbs. Another was for the accident damage, and the third was placed on a vehicle already scrapped.

General manager Mark Corrick said the prohibition placed on the vehicle with accident damage had been endorsed as showing a significant maintenance failure because of a problem with the braking system. It was a fairly recently-acquired, low-geared automatic Bedford and there had been no problems until the accident.

The vehicle was being driven by an experienced driver on a very rural route. It never exceeded about 20mph and the braking was never severe. It was suddenly confronted by a lorry coming the other way. The driver braked violently and the bus veered to the right.

The commissioner said he would be prepared to look at an increase in authorisation in six months

Someone had previously put an offside brake expander and shoes on the nearside front and, when new brake shoes were put on by the company's mechanic, they were nearside shoes which, when married with an offside expander, did not work as well. The mechanic had just not realised the wrong expander had been fitted.

Since the company changed hands, a lot of work had been done on the maintenance facilities.

The vehicle examiner had examined a total of 12 vehicles, imposing two immediate prohibitions, neither of which were endorsed 'S', and a number of defect notices. Before that the company had only had two prohibitions in five years. He was satisfied the maintenance system was working, said Mr Corrick.

Referring to complaints concerning the car-

▼ Drivers' Hours

Charges against Midland Red (South) dropped

CHARGES alleging the commission of drivers' hours offences by Midland Red (South) Ltd, and a number of the company's drivers, have been dropped by the Vehicle Inspectorate.

Company and drivers denied the charges — which involved the operation of the company's express services — at Leamington Spa Magistrates Court (*CBW*, 3 February). The case was adjourned for trial but the charges were subsequently dropped because of a legal technicality.

nd Red South: drivers and compa

▼ Drivers' Hours

Not guilty, says Midland Red (South)

THE hearing of charges alleging the commission of drivers' hours offences by Midland Red (South Ltd, and a number of the company's drivers, was adjourned b Leamington Spa Magistrates afte company and drivers pleaded no guilty.

The charges, which involve the operation of the company's express services, are being brought by the Department o Transport Vehicle Inspectorate The magis

Flashback: Midland Red (South) Coach and Bus Week, 3 February 1996

▼ Licensing

Licence

JOHN and Derek Birds' international O-licence has been revoked and both partners banned from holding or obtaining a licence for two years.

The partners, of 15 St Crispin Close, North Hykeham, Lincoln, who traded as Bird Coaches, of Lincoln, appeared before Eastern traffic commissioner Brigadier Compton Boyd at a Cambridge disciplinary inquiry

Brigadier Boyd said he was concerned about the standard of maintenance and an allegation that a vehicle had been used while a prohibition notice was still in force.

ty brakes, inquiry told

ic had failed to spot offside expander had been put on nearside front

riage of children from the Cottingham Primary School on behalf of Manor Adventure Holidays, Mr Carless said the DoT traffic examiner who had investigated the matter had said there had been a catalogue of problems which were properly met until the drivers decided themselves to let a second replacement coach go and carry on in hilly country.

The commissioner said they had ended up with a lot of unhappy children and parents, as they arrived at their destination 12 hours late, but Mr Corrick said the children had a free holiday as the company had refunded everything.

Mr Pugh said it had been a catalogue of total misfortune and it had been a bad decision by the driver.

Producing letters from satisfied customers, Mr Carless said Manor had written to say they had used Primrose since 1981 and had been delighted with their service with the one exception, and it was their intention to continue to use the company.

Pugh: 'right to allow company to continue'

Primrose was seeking an increase in the licence authorisation, Mr Corrick said, because they had the chance of obtaining additional work and, with the improved facilities, they were gearing up the whole operation. The company had spent just under £200,000 in the last 16 months in upgrading the fleet and facilities.

Director Nigel Yeomans said Yeomans themselves operated 48 to 50 vehicles and both companies had taken on board the vehicle examiner's recommendations.

Mr Carless said the two companies were now working side by side and it would do the local community a disservice to deprive them of Primrose's services.

Recording a warning, Mr Pugh said that, at first sight he had concluded it was a case for a licence suspension, as there had been a prohibition endorsed 'S'. However, he would be prepared to look at an increase in authorisation in six months.

He warned that, in the days of continuous licensing, the collection of a prohibition endorsed 'S' was the first step towards revocation and/or suspension.

▼ Maintenance

Warning for Caber

THOUGH deciding not to take any disciplinary action against Caber Coaches's O-licence, Scottish traffic commissioner Michael Betts gave a formal warning to the company over its future maintenance standards.

The company, of Croft-na-Caber, Kenmore, near Aberfeldy, Perthshire, appeared before the commissioner at a Dundee public inquiry.

In granting the company's application to increase the authorisation on its licence from two vehicles to three, the commissioner directed that the Vehicle Inspectorate carry out a performance reappraisal in nine months. He also required the company to inform the Traffic Area Office of the registration numbers of its vehicles and of any future changes.

revoked and partners are disqualified

The partners had appeared at a previous public inquiry in April 1995, when repute and finance were the two principal issues. Each partner had been convicted of the fraudulent alteration of a vehicle excise licence, the use of a vehicle without an excise licence, and the use of a vehicle subject to a prohibition notice. He had on that occasion reduced the authorised fleet from six to three vehicles, and cut the duration so the licence had 12 months to run.

DoT vehicle examiner John Wright said one delayed and two immediate prohibitions, together with two defect notices, had been issued between July 1991 and September 1995. The most recent prohibition, last September, had been endorsed as showing a significant maintenance failure.

Vehicles he inspected in November and January had been free of defects. He had no adverse comment about the maintenance records save that mileage had not been recorded on some occasions. The driver defect reporting system was not fully effective. The initial failure rate at annual test was 37 per cent, against the national average of 30 per cent.

DoT traffic examiner Larry Pogson said that, in November, he had spoken to the driver of a vehicle on a school run. The vehicle had attracted an immediate prohibition in September which had not been cleared until 1 December. John Bird subsequently admitted the vehicle had been used while prohibited.

John Bird subsequently admitted the vehicle had been used while prohibited

Mr Bird said the driver had taken the vehicle out in error. He admitted there was nothing to indicate the vehicle ought not to be used and he had used it himself to collect spares.

Revoking the licence and banning the partners, Brigadier Boyd said the principal imperative of the licensing system was road safety.

While the firm's performance in relation to maintenance was flawed, it was not totally so. There were relatively few prohibitions and the supporting systems appeared to be adequate enough. However, the use of a vehicle for an extended period while a prohibition was in force raised serious questions over an operator's repute. Mr Bird had little to say about it.

He certainly did not express any remorse. Nor was there any suggestion he considered it to be a particularly serious matter. Keeping the vehicle in use and earning money seemed to be more important. It amounted to an act of defiance and gross irresponsibility.

That such an offence was the subject of a second public inquiry almost beggared belief. He could find no redeeming features. CBW

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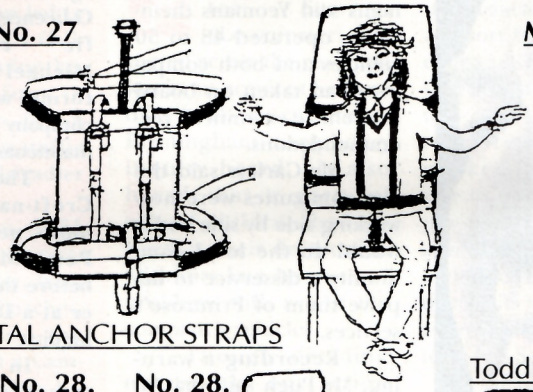

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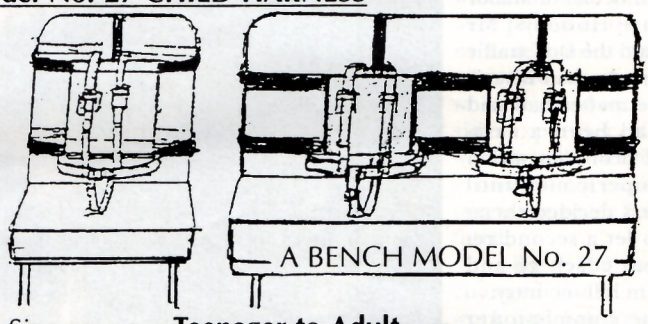

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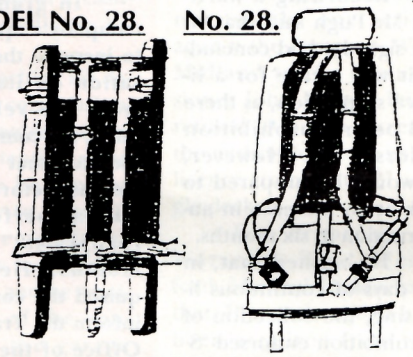
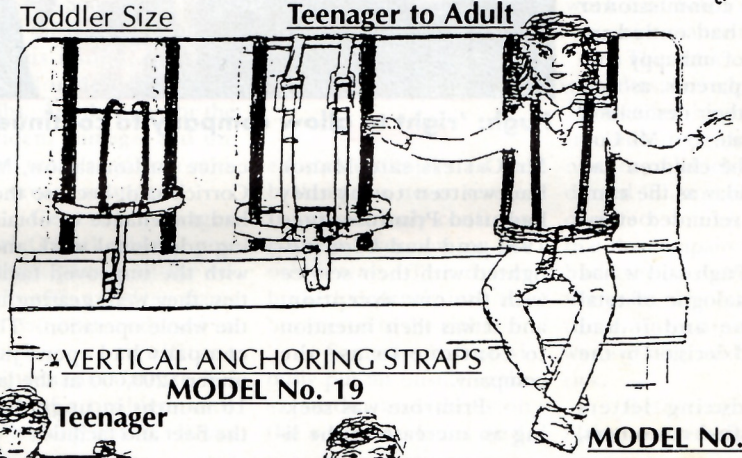


Toddler Size **Teenager to Adult**



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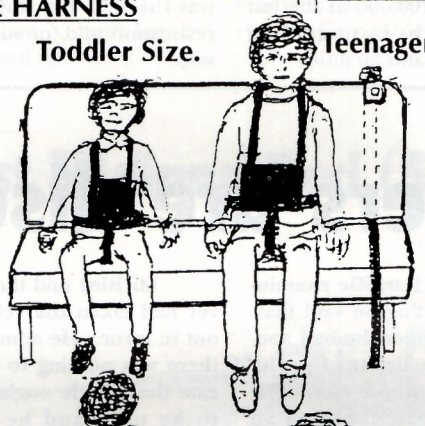
Toddler Size. **Teenager**



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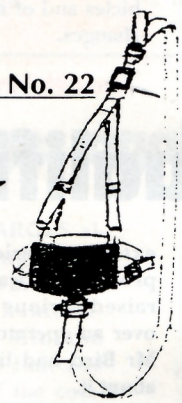

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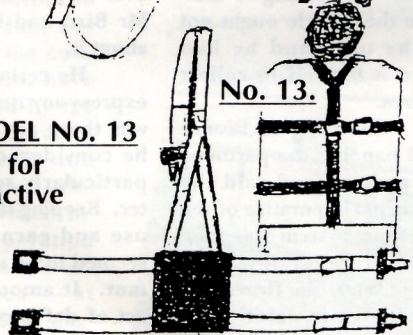
Child to Adult Harness

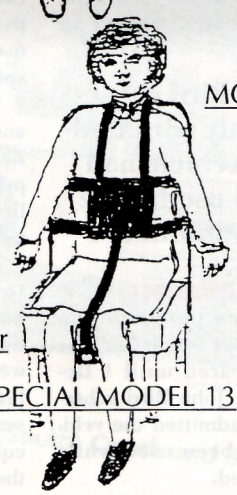
No. 13.



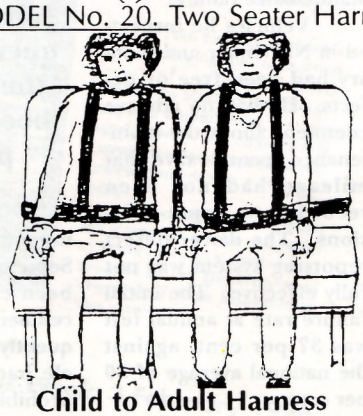
✳ **MODEL No. 13**
Special for Hyperactive

Specially designed to restrain the larger child to teenager during transport in a single seat of a vehicle

MODEL No. 20. Two Seater Harness



SPECIAL MODEL 13



Child to Adult Harness

All buckles are quick release and are positioned out or reach of the passenger

Designer: Thomas Crelling, M.C.S.P.

11/12 THE CRESCENT EAST, CLEVELEYS, BLACKPOOL, LANCS. FY5 3LJ

▼ UK

Bomb: operators count cost

London tours are affected in wake of IRA outrages

by William Golden

ANXIOUS operators across the UK are closely monitoring the effects of the latest IRA bomb outrage on tours to London.

Although it has been firmly established that the bus was not the target, there are indications that media images of a devastated London bus will hit the day trip business hard.

Parry's International, of Walsall, in the West Midlands, runs up to six coaches a week to London.

Managing director Dave Parry said: "People are anxious about travelling and some are trying to cancel weekend theatre breaks. We are even getting calls from customers who are disgruntled that we are still operating to London. However, we are keen to continue operating and have liaised with the CPT."

Margaret Palmer, md of David Palmer Coaches, in Normanton, West Yorkshire, said that she had three coaches in London last weekend, which had been booked before the attacks, and there had only been four calls from anxious customers. "Since then, however, business has fallen away completely."

She also voiced concern about the effect on trips to Ireland. "Our Dublin tour over the Easter weekend is already full but I wonder how many places we would have sold now."

There was a more optimistic message from John White, tours manager of Ellen Smith (Tours) Ltd, in Rossendale, Lancashire. He said: "We have not had any cancellations yet and it is too early to say if bookings have dried up." Mr White was on an Ellen Smith's trip to London on the weekend of the bus attack and added: "Some passengers were a little apprehensive but took the view that 'it won't stop me anyway.' They did also find it reassuring that security appeared to have been stepped up and there were more police around."

Robert Shaw, of Harry Shaw Travel in Coventry, said that current bookings were not affected but it was having an adverse effect on future business.

Further afield, a Welsh operator was sounding a more pessimistic note. Colin Lloyd Jones, of Stratos Luxury Coach Travel, in Powys, said: "Our London bookings have gone very quiet and we have had cancellations. People are cancelling at very short notice - even up to the day before - although it means losing their money."

In the capital itself, operators dealing with incoming tours were bracing themselves for the worst.

Paul Cowell, md of Capital Coaches, said: "We're keeping our fingers crossed that the violence doesn't escalate. So far. things have been running pretty much as normal. One French agent was talking about a cancellation, but that's all.

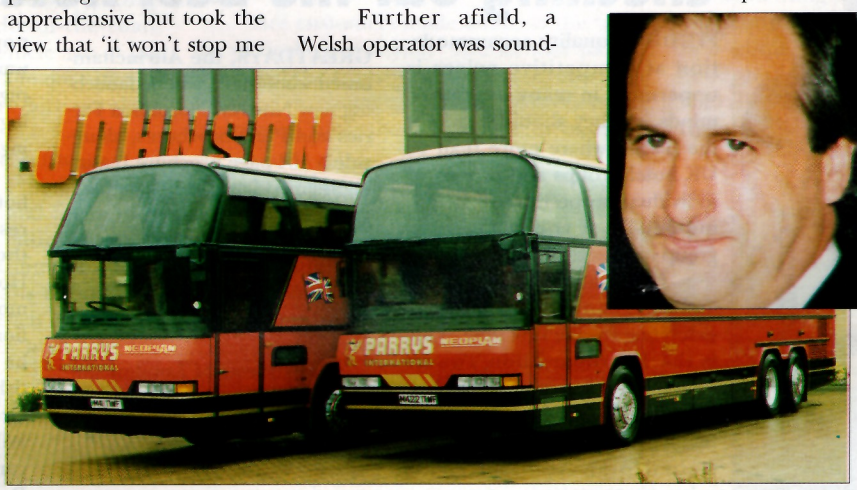
"During the Gulf War, there were two months with virtually no work. Frankly, I don't even like broaching the subject with American clients."

The Big Bus company runs open-top tours of London and md Richard Maybury said: "I am worried that the truth of the bus bomb - that it was not intended to go off on the vehicle - may not filter through to foreign tourists.

"I suppose in my worst-case scenario it would have gone off on an open-topper, but I am not sure that Americans draw the distinction between tourist buses and service buses.

"I just hope the politicians can make sure this is over quickly, or it will skim the cream off the top of this year's business."

A spokesman for the British Incoming Tour Operators Association said: "There have been no mass cancellations. Our European neighbours are used to this sort of thing."



Carrying on: Dave Parry (inset) said Parry's International was keen to maintain its service from the West Midlands to London

Police guidelines for operators

VIGILANCE is the watchword from the Metropolitan Police Coach Advisory Service, which has advised operators not to leave vehicles unattended, and to make sure that passengers don't leave personal property or shopping lying around unattended.

A similar message was delivered by the City of London Police, which has asked all operators to supply the force's traffic management office with a contact name and telephone number to verify the authenticity of vehicles stopped or found parked by the police. Operators should call 0171 601 2222 before setting out on trips to the capital.

▼ Europe

Packaging new deal for coach groups in Austria

BOTEL, the Rotherham-based tour wholesaler, is expanding its horizons by launching a *Discover Austria* brochure this month.

The latest addition to the company's burgeoning portfolio offers operators the chance to sell four of the most popular areas in Austria. The dedicated publication includes tours based on nostalgic train journeys, cruises and cable-car rides through some of the most scenic areas in the South Tyrol.

Kevin Baum, Botel's md, said: "This brochure is proof that Botel is very much geared up to cater for the slightly longer tour programme, combining exceptional value for money based on good class accommodation throughout." Mr Baum added that he was confident that, following a very successful 1995, the new brochure would generate a lot of interest, particularly in operators' Christmas programmes.

For further information and availability, contact Botel reservations on 01709 703535 (fax 01709 703525), or Botel South on telefax 01303 875336.

▼ UK

Nil points leave a sour note

Driver upset over M-way incentive scheme mix-up

by William Golden

A MANCHESTER coach driver has claimed he has lost on points in an argument with Welcome Break over incentive schemes.

Keith West, who works for Hayton's Coaches, in Greater Manchester, said that, after regularly stopping at Welcome Break sites and using his Smart card, he was dismayed to find his statement registering zero points. "I rang and was told I would have to trawl back through all my receipts and present them with a detailed breakdown before I could claim," said Mr West. "I am not very happy - it is more of a disincentive scheme. Why should I bother to use the sites if I am not getting the benefits?"

Ian Goodyear, brand manager for Welcome Break, which is owned by Granada Leisure, said: "We have been having problems with machines at one particular site - Charnock Richard on the M6. The machines were capturing the data but it was not registering. There is a manual back-up so no drivers would have missed out. They, of course, still had to record each visit and sign for additional incentives."

Mr Goodyear said the Smart card system finished in January but the instant reward scheme was still running. As for future schemes, Mr Goodyear said: "It is time to take a long look at things and decide what is best for us and coach operators."

Keyed up: pictured preparing for the technology clinic at the BTTF are (from left) Jacky Matthews, sales manager, BTTF; Jestina John, marketing executive, BTTF; and Paul Richer, of Genesys, the company co-ordinating the clinic

▼ UK

Checking out the best hotel deals

FINDING quality accommodation at competitive prices is uppermost in many operators' minds, so they should head for the BTTF, where more than 40 UK hotel groups and dozens of individual properties will be giving details of added facilities, group rates and late availability.

Several recently-opened and soon-to-open hotels will be exhibiting for the first time. One is the 175-room Alton Towers Hotel. Opening in mid-March, it has family-sized rooms with themes ranging from a Chocolate Room to an Arabian Nights suite.

Four Pillars Hotels will have advance information of its 60-room property being built in 20 acres of parkland by the Thames in Oxfordshire. It is scheduled to open in June 1997 and its facilities will include a riverside restaurant, leisure centre and conference centres. Slaley Hall, near Hexham in Northumbria, is a country house hotel that opened last September. Its park is already proving popular with groups wanting organised clay pigeon shooting, fishing or hot air ballooning.

GREATDAYS, the Altrincham-based wholesaler, will be launching new Norway, North Sea Ferries and P&O brochures, alongside a 164-page brochure featuring themed breaks and tour suggestions. Special rates for coach parties will be available to two new attractions, Legoland and the Royal Armouries, plus Port Aventura, the Spanish theme park.

Tony Hess, of London theatre specialists LHTS, will be unveiling details of theatre packages to new shows including *Tommy*, *Martin Guerre* and *Mack and Mabel*, plus Buckingham Palace tours and Christmas shopping breaks.

West Country hotels will be well represented, among them the Treganna Castle Hotel in St Ives, which is adding more self-catering accommodation for the Summer. There will be the biggest number of Scottish hotels so far, including the Croit Anna Hotel at Fort William, the Tinto Hotel at Biggar, and first-time exhibitor, the Dryburgh Abbey Hotel, in Roxburghshire.

● British Travel Trade Fair 96 is at the Birmingham NEC on Wednesday and Thursday, 27 and 28 March. Get your free tickets by ringing the hotline on 01844 262728, quoting BTTF/COL.

Eurowatch

WEATHER

City	Average temperature last week	City	Average temperature last week
Athens	17C/63F	Madrid	6C/43F
Amsterdam	-1C/30F	Oslo	-4C/25F
Berlin	-3C/27F	Paris	-3C/27F
Brussels	-3C/27F	Rome	10C/50F
Dublin	1C/34F	Stockholm	-6C/21F
Lisbon	10C/50F	Vienna	-1C/30F
Luxembourg	-5C/23F	Zurich	-1C/30F

DIESEL PRICES

(Courtesy AA Roadwatch)

Country	Diesel price per litre in Sterling	Country	Diesel price per litre in Sterling
Austria	0.58	Netherlands	0.54
Belgium	0.56	Norway	0.74
Eire	0.58	Poland	0.26
France	0.51	Portugal	0.46
Germany	0.51	Spain	0.48
Italy	0.60	Sweden	0.64
Luxembourg	0.45	Switzerland	0.66

HOLIDAY POUND

Country	Currency exchange rate	Country	Currency exchange rate
Austria	15.10 Sch/£	Italy	2,395 Lire/£
Belgium	44.50 BFr/£	Netherlands	2.44 Gld/£
Denmark	8.42 K/£	Norway	9.55 NKr/£
Eire	0.96 Punt/£	Portugal	227.25 Es/£
France	7.46 Fr/£	Spain	182.75 Pta/£
Germany	2.18 DM/£	Sweden	10.45 SKr/£
Greece	367 D/£	Switzerland	1.76 SFr/£

Up prices and win more work, too!

ON this page in the next two weeks, my customary pricing tables will appear - duly updated for the 1996 season. I make my customary, but heartfelt, disclaimer: these tables are right for me but can be no substitute for operators doing their own calculations.

However, for those who want to use the tables as any sort of yardstick, the main data on which my prices are based is shown in the panel below.

I must make it clear that my costings are for a very typical, middle-of-the-road, mixed fleet with an average vehicle age of just over six years, not located in a major city and with only a low need to finance hire purchase or other borrowing.

The costs, and thus prices, for a very high-quality fleet with expensive establishment, overheads and finance costs would be very much higher — unless being used much more intensively than the basis on which I have worked. High levels of activity are essential to sustain high standing charges.

Be aware that running with such low levels of chargeable activity that they do not adequately cover the standing costs is a suicidal formula. It cannot be said too loud, too long, or too often that cutting prices, unless it greatly increases the volume of profitable work done, is likely to reduce the ability to cover standing costs.

It is not impossible to increase total revenue by 'piling it high and selling it cheap'. This is, however, an action which is fraught with risks and should be undertaken with caution and the results religiously monitored against carefully calculated targets.

This cautious and near-scientific approach to competitive pricing is light years away from indiscriminate and perhaps desperate slashing of prices full of hope but bereft of any control over the effect and outcome.

On the other hand, although for longer than I care to remember, I have been advocating the obtaining of better returns through getting higher prices, I am the first to admit that steep price rises run the risk of reducing the volume of sales made. Getting better prices is not just about quoting more: it involves better marketing.

Einstein could have been thinking of the problems of the coach industry when he said: "You cannot solve the problems with the same thinking that caused them in the first place." If downward spiralling of profits is a problem, continuing to do what has been done in the past will not effect an improvement - for that is what caused the land-slip. Reversing trends and getting on the road to profit recovery involves positive - and new - actions and approaches.

Review the quality of the product: can, for example,vehicles be presented better? Review the service: is everything possible being done to serve the customers, to put them first, and to meet or even exceed their expectations at every stage from inquiry to after-sales reviews?

Are customers made aware of the benefits of dealing with you? Are all staff pulling their weight towards this end — everyone from the managing director right down to the cleaners? Unless they are all totally obsessed with customer care, weak links will sever the chain of good marketing.

The point I seek to make is that, just as low prices need volume to increase profits, high prices are only attainable when they are matched, in the customer's eyes, with a sufficient high quality to induce purchase. This level of quality has to be both real and apparent. It is no use it existing if it is not made apparent by drawing it to the attention of potential customers. Even worse is for it to have been made apparent by promises to a customer but, in reality, not delivered.

While the Retail Price Index hovers around a three per cent increase, I am far from convinced that our costs are at, or below, that level. By and large, I am looking for something nearer a five per cent uplift on last year's rates. Apart from anything else, we face the cost of seatbelt fitment.

Not since the introduction of the tachograph has the industry had such a good peg on which to hang a price increase. Seatbelts are something members of the public know about and understand. They even think that, as a whole, they want them and they are a good thing. They believe this although, individually, they may well decide not to wear them!

I know of some operators who are charging, and getting, a 10 per cent premium to supply coaches fitted with belts. It is almost unheard of for a hirer to say: "I'll look round for something cheaper without seatbelts."

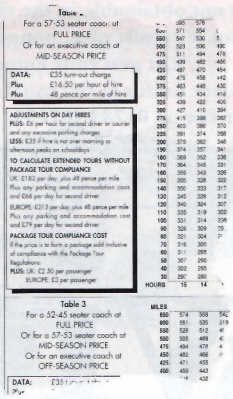
I, therefore, propose to make a marketing virtue out of necessity. I will fit the belts to all coaches, not just vehicles used for the transport of children. I will not try to avoid them by slowing vehicles down below 60 mph (I have doubts about the legal efficacy of this idea in any case).

But then I most certainly will not be apologising for them and saying that we were forced into having them by Government pressure. I far prefer the line: "For the safety of those who travel with us we have fitted seatbelts to all our coaches.

The slight increase in cost which this has caused is nothing compared to the peace of mind it will give to you and your passengers."

By this, and other, marketing ploys I aim to not only get my five per cent increase in prices but to actually win more work as well. CBW

Time to nudge prices upwards



My annual pricing tables will be in next week's *CBW*

What my prices are based on

Diesel	**45.5p per litre**
Lubricating Oil	**£1 per litre**
Tyre (295x80R or 275x80R)	**£265**
Spares & repairs	**18p per mile**
Driver wage per hour	**£4**
Fitter wage per hour	**£6.75**
Comprehensive Insurance - large coach	**£1,900 pa**
Comprehensive Insurance - minibus	**£1,200 pa**
Depreciation & replacement	**average £15,000 per vehicle**
Annual vehicle mileage	**35,000 miles (average per vehicle)**
Profit target	**10 per cent on all costs**

Stuck up a Gummer-tree?

SAY cheese! Or rather, say what you think the cabinet minister is holding (in his right hand).

Yes, if you can, with tongue in cheek, name this cylindrical object — and what he has to smile about — you could win a first prize of a *Coach and Bus Week* polo shirt. This exclusive garment, designed by our resident fashion guru Hugh Cairns, is not obtainable in the shops. But it's really nice, honestly.

Just pen your humour to Diary Editor at the usual address, or fax on 01733 467154.

Two-wheeler dealers

GIVEN that one major thrust of coach and bus promotion must be environment-friendliness, are there any operators out there embracing the cycling fraternity?

David Holladay is a proponent of schemes which allow cyclists to tackle the journey from their doorstep to the bus stop, and bus stop to destination, using their cycles but says provision for carrying cycles is woefully inadequate.

Cycling, however, is enjoying a renaissance and, with the proposal to spend a huge amount of National Lottery money on developing new cycleways, seems set to become even more popular.

According to Mr Holladay, a transport consultant based in Glasgow, a Palm Springs bus operator called SunTrans equipped its 40-bus fleet with cycle carriers and was overwhelmed with 4,400 bikes a month — business its competitors were not going to get. Now, it is careful to keep the service quiet for fear of overloading it and disenfranchising the cycling passengers it already has.

We're promised more from David on the subject soon but meanwhile, we wonder whether any enterprising operator in tourist or commuter areas is tackling cycles? The usual, Wentworth House address, please.

Getting tied up in knots

OUR 17 February issue contained an appeal for old bus company ties but, appropriately, had an old telephone number attached.

Margaret King, an area traffic assistant at London Transport Buses STILL wants old ties for wall-hangings in LT Museum and Cobham Transport Museum, at Covent Garden. So, as we requested, rummage through your drawers and dig them out for a worthy and lasting memorial to yesteryear's most crap clothing.

Contact Margaret on 0181 684 2366, fax 0181 683 0437.

CBW

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1995 M DAF SB3000 WS Auto Van Hool Alizee 'H', 51R/Toilet
1995 M DAF SB3000 WS Auto Van Hool Alizee 'H', 55R
1995 M DAF SB220 Auto Ikarus Citibus, 48 str
1995 M SB220 Auto, Northern Counties Paladin, 49 str bus
1994 L DAF WS3000 Van Hool Alizee 'H', 51R/Toilet
1994 L DAF KS3000 Easishift Van Hool Alizee 'H', 51R/Toilet
1994 L DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet
1994 L DAF SB3000 Int Retarder, Van Hool Alizee 'DH', 51R/Toilet
1994 L DAF HS2700 Auto Van Hool Alizee 'H', 51R/Toilet
1994 L MB230LT Auto Van Hool Alizee 'H', 51R/Toilet
1993 K DAF KS3000 Auto Van Hool Alizee 'DH', 51R/Toilet
1993 K DAF SB3000 Van Hool Alizee 'DH'. 51R/Toilet
1993 K DAF SB3000 Van Hool Alizee 'H', 51R/Toilet
1993 K DAF SB3000 Auto Van Hool Alizee 'H', 51R/Toilet
1993 K DAF SM230LT Van Hool Alizee 'H', 51R/Toilet
1992 J DAF SB2305 Duple 340, 57R
1992 J DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet

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1991 H DAF SB2305 Van Hool Alizee 'DH', 51R/Toilet
1990 G MB230LB Van Hool Alizee 'SH', 53R/Toilet
1990 G MB230LB Van Hool Alizee 'H'
1990 G DAF SB3000 Van Hool 'SH', 49/Toilet
1989 F DAF SB2305 Van Hool Alizee 'DH', 53R
1989 F DAF SB2305 Van Hool Alizee 'DH', 51R/Toilet
1989 F DAF MB230LT Plaxton 3500, 51R/Toilet
1989 F DAF MB230LB Plaxton 3500, 53R
1989 F DAF MB230LB Plaxton 3500, 51R/Toilet
1989 F DAF DHTD Duple 320SL, 51R/Toilet
1988 E DAF SB2300 Van Hool Alizee, 51R/Toilet
1988 E DAF SB2300 Duple 340SL, 53R
1988 E DAF MB230LT Plaxton 3500, 51R/Toilet
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1993 K DAF SB2700 HS, Caetano Algarve, 53R
1990 G VOLVO B10M Plaxton 3500, 49R/Toilet
1990 G DAF DHTD Duple 320, 57R
1989 SB3000 Plaxton 3500, 51/Toilet
1988 E DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet
1988 F SB3000 Van Hool Alizee SH, 49R/Toilet
1987 E SB2300 Plaxton 3200, 55 seats, air conditioned
1987 E SB3500 Plaxton, 53R, air conditioned
1987 E DAF SB2300 Plaxton 3500, 53R, air conditioned
1987 D DAF SB2300 Van Hool Alizee 'H', 49R/Toilet
1987 D DAF SB230LB Duple 340, 53R
1987 D VAN HOOL T815, 51/Toilet
1986 C DAF MB200FL Plaxton 3500, 51R/Toilet

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LETTER OF THE WEEK

A sledgehammer to crack non-existent nut

From Raymond Maddock

The Government and the Department of Transport via road safety minister Steven Norris is going ahead with legislation which will make the fitting of seatbelts in coaches, but not buses, compulsory.

This costly exercise is to be done in the interest of saving lives. I would quote from the Government's own statistics on which it relies for its legislation (see below). Serious injury figures tell much the same story.

In 1994, when only two fatalities were recorded of children travelling to and from school by coach or bus, 31 died walking to school, five on bicycles, and seven by car or taxi. While coaches and buses carry 20 per cent of children to and from school they are responsible for less than five per cent of the number killed. When we consider the proportion of children who travel by coach or bus, statistically it is still the safest way to travel.

How many of those six children killed over the five-year period were boarding, alighting , or standing? How many, if any, were on the buses not affected by the proposed legislation? It may be that none of the fatalities was on coaches affected by the new laws. It is my understanding that only one child was killed while seated on a school coach and in that case the police at the inquest reported that a seatbelt, if fitted and worn, would not have saved the child. It seems the Government is taking a sledge hammer to crack a non-existent nut.

Given these facts, why is the Government proceeding with legislation which will increase the cost of school transport considerably, invite more cowboy operators into the business, and put out of business many small firms doing a good job when, by their own figures, it may only save one life over a five-year period?

Then there is the fact that the children will not wear the belts when fitted, so what is the purpose of the legislation? Where belts have been fitted, damage is being caused to the fabric of the seats, which have to be replaced more often, thereby resulting in increased fares.

As buses are to be outside the new law, many operators who rely on the school contracts will opt for the use of cheaper buses rather the coaches which have safety designed into them, thus increasing the risk of injury.

All in all the new legislation as currently proposed will in my opinion increase the number of injuries, and those parents who are screaming for action by pressing for the change in the law will live to regret interfering in a subject they know little about.

Raymond Maddock
Mecca Transport
School Transport Specialists
Macclesfield
Cheshire

ROAD FATALITIES 1990-1994

	1990	1991	1992	1993	1994	Average
Total road fatalities	5217	4568	4229	3814	3650	4295.6
Total fatalities on coaches and buses	16	25	16	32	20	21.8
Total fatalities of seated passengers excluding alighting, boarding and standing	9	9	7	17	11	10.6
Total fatalities of five to 16-year-olds inclusive going to and from school	0	0	1	3	2	1.2

Write to: The Editor
Coach and Bus Week
EMAP Response Publishing
Wentworth House
Wentworth Street
Peterborough PE1 1DS
or fax 01733 467154

The editor is always pleased to receive letters for publication and will, if requested, publish these anonymously. But please attach your full name (ie first name and surname) and address for our information.

CORGI CLASSICS

Letter of the week wins a Corgi Classics model bus

Put them off coach

From Merryl Patrick

I note the old problem of coach vandalism by pupils is highlighted again. This problem will never go away. When we did school contracts, we got no help from the local authority. I instructed drivers to put disruptive children off the coach, and give them 10p to make a phone call for someone to collect them. In the end, I went to the DoT's legal department, in Marsham Street, London, and discussed the possibility of putting children off the coach, using the old Act of 'Drivers, Conductors, and Passengers Regulations,' as defined.

After much debate, it was agreed that, be they adults or children, if anyone offended against any regulation contained in the Act, they could legally be put off the bus. The local authority argued this point, saying we were contracted to it, so it does not apply. The DoT said it did, take no notice of the local authority. So we continued to put children off when they offended, with no comeback.

Thank goodness we do not do school contracts now and, looking at the rates that operators are getting, even the so-called upper-class companies, they cannot make it pay. We found maintenance suffers. If a defect arises, it has to be done between contracts, and sometimes the job is not completed, so out goes a coach with a defect. Thank goodness we only do holidays and day tours occasionally. This makes sure all the problems of maintenance are taken care of, with no rush to get them completed.

Merryl Patrick
Coaching International (83) Ltd
Loughborough
Leicestershire

Marksman was right

From Bogdan Soponski

I must agree with much of Marksman's article on the problems faced by operators on school contracts. I have been a driver with GM Buses for nearly 17 years and have witnessed much rowdy behaviour, abuse and vandalism over the years. I do not believe, however, that conductors or escorts are a viable solution,except perhaps only on the contracts with the very worst problems. Having started as a conductor myself I found that you can't watch everyone all the time and some vandalism and rowdy behaviour was almost inevitable. The prime aim of the children is to get the driver wound up. Unfortunately, the driver usually falls into the trap and so you get conflict. If you can avoid this situation they will often settle down, especially when they know you will be doing the same journey every day that week.

Marksman hit the nail on the head when he showed that treating the children like adults was the key. Too many bus drivers treat all passengers as if they were a nuisance getting in the way of the job rather than customers. Customers are the reason our industry is there at all. I believe training drivers in customer care and making sure they put into practice what they have learned would provide a real solution. Conductors, escorts, video cameras and warning notices will only incite bad behaviour. I think we need to re-learn the art of communication.

Bogdan Soponski
Oldham
Lancs

Up hill and down dale in Yorkshire

Is there a great divide between the north and south in UK coaching? Or do operators have similar concerns and views wherever they're based? Northern news editor Andrew Jarosz finds out

NOWHERE in the UK can there be a more tightly-knit area with a more diverse range of views than in Yorkshire. Coach operators from the industrial West Riding, rural North Yorkshire, and (soon to be renamed) North Humberside share the geographical boundaries of a substantial region but very few common views on the coach industry's direction this year.

With confusion still surrounding the exact specifications and requirements of seatbelt fitting, the absence of a common view is understandable. Similarly, with no local indication that the economy is on the upturn, business predictions are at best optimistic but, with the third-lane ban starting to make itself felt, operators large and small voice serious criticisms in unison.

A random selection of operators, large and small, were asked for their views on business prospects for 1996. Most said they were hoping for the best, once the Winter was over, some said things were looking bright, but only about 10 per cent were feeling positive about the future. All were hopeful that short breaks and tours in the UK would do well this year. All were hopeful that short breaks and tours in the UK would do well this year, although there are fears the London break business could decline because of the end of the ceasefire.

Tour giant Wallace Arnold, based in Leeds, is hoping for as good a year as 1995, although passengers last year were down after the company pushed up prices of its holidays. "We're not so much a coach operator, as more a holiday company owning coaches," said managing director Ken Meddes. "Agents are talking of bookings being 25 per cent down so, if we stand still, we will be beating the market."

Wallace Arnold: has a full page in its brochure to emphasise safety

WA has just completed retrofitting all its coaches with seatbelts and has taken a full page in its brochure to emphasise the safety features of its vehicles as a major selling point. The company does a limited amount of private hire for regulars in Winter but concurs with other Leeds operators that demand is price driven and few people are prepared to pay extra for a coach with belts.

Malcolm Wray of Harrogate is more positive. His 15-coach fleet is fully belted and he is looking forward to a hectic season. Wray's pulled out of local county council tendered school work to concentrate on high-quality hires and corporate business. "There is life after school contracts," he said, having won won some major contracts for the 1996 European football championships.

None of the operators interviewed had trouble with school contracts or the three-for-two rule but all reported that tendering authorities were going for cheapest quotes and not specifying belts.

All felt aggrieved that double deckers, outside the scope of legislation, continued to be used alongside their coaches. Surprisingly, few reported a substantial demand for belted coaches from school parties, although some requests from junior schools and independent schools are met.

Operators like Peter Bibby and Gail Bottomley, who have retrofitted some coaches, said the vehicles were a positive marketing tool for their tours but demand still varies from area to area and, in West and South Yorkshire in particular, price counts for everything.

All the operators expressed serious misgivings

Wrays of Harrogate: fully belted and looking forward to a hectic season of high-quality work

about the third-lane ban, although serious problems have yet to be experienced. All have put extra time in their schedules, which will put up costs, but their concern for safety is greater than their worry about costs.

Some have already experienced obstruction, from motorists, in particular, who hog the central lane, and are worried about being boxed in by slow-moving lorries and being overtaken by lorries which should be limited to 56 mph.

Yorkshire Traction's John Stubbins said the police couldn't give an answer as to who to contact to report obstructing motorists. "Short of issuing every driver with a telephone and list of police station numbers, and getting witnesses to every transgression, there's not much we can do," he said.

Gail Bottomley had reported a truck for twice overtaking her coach in the outside lane but, when the matter reached the court, the police had lost the evidence. "I shan't be wasting my time on doing that again," she said. All operators were concerned that speed limiters were not being enforced on trucks, and that speed-limited coaches would be "pushed" by unlimited lorries. Independent's Barry Rennison said it had taken him ages to overtake a lorry, supposedly limited to 56 mph on the A1(M) only last Wednesday.

"I'm pessimistic about the third-lane ban, it will push up costs through putting on extra drivers, and trips to London will become less attractive," he said.

Peter Bibby was less depressed and more positive for the future. "It's all down to the quality of your drivers and the vehicles you invest in. Good drivers are hard to get but you must invest in them and you're going to have to set your stall out better."

● Don't forget to tell *CBW* about the effects of the outside lane ban on your business. Use the form below.

CBW outside lane ban report form

From 1 January 1996 the two-year trial ban on coaches using the outside lane of motorways with more than two lanes came into effect. Use this form to record the effects. You can photocopy it to obtain multiple copies

Company:.....

Address:.....

.....

.....

.....

.....

Postcode:.....

Tel:.....**Fax:**.....

Section A — incidents reported by drivers where coach safety is jeopardised

Date:.....

Time and place:.....

Driver:.....

Vehicle (registration and type):

.....

Details:.....

.....

.....

.....

.....

.....

Section B — before and after journey times

Type of journey (Express/Excursion/Private hire/Tour):.....

From:.....

To:.....

Time taken for journey:

Before 1 January 1996:.....

After 1 January 1996:.....

RETURN TO: Mike Morgan, Editor, *CBW*, Wentworth House, Wentworth Street, Peterborough PE1 1DS or fax 01733 467154

SCANIA

Century is high-spec

ISLE of Wight Tours of Sandown has boosted its intake of new Scania coaches. Its third purchase during the last 12 months is its first Scania Century.

Fully equipped with toilet, video/monitor, fridge, air-conditioning, seatbelts, reverse camera/bleeper, alarm, driver's door, drinks machine, and tinted double-glazing, the tri-axle Century is for tours to Ireland and the Continent.

On the mechanical side, the Scania K113TRB underframe has Comfort-Shift gearbox and Telma retarder.

SALVADOR CAETANO

Whyte's keeps

Winter is the time for updating and mai operation. This year four Caetanos a youthful fleet

by Mike Morgan

WHYTES Coach Tours of Newmachar, Aberdeen, has been taking stock during the Winter months - four new coaches and one 16-seater minibus to be precise.

Taking advantage of the quieter period between the main coaching seasons is standard practice for the 18-vehicle coach operation. Maintenance and testing is scheduled to avoid the Summer peak and the company uses its in-house facilities to paint and sign-write its latest acquisitions.

Consequently four Caetano Algarve II-bodied Volvo B10Ms bought late last year finally went on the road after treatment in the Whytes workshops.

They join two other Algarves purchased a year earlier — though these were on DAF Bus SB3000WS and MAN 11.190 underframes.

Partner, Ian Urquhart, said the company had switched from its earlier MAN buying policy

PLAXTON

Buslines' new Darts take to the road

LONDON Buslines, the expanding bus-operating subsidiary of Q Drive Buses, has put the first 10 of a fleet of 30 Plaxton-bodied Dennis Darts into service between Watford and South Harrow.

The company will expand from 45 to 75 vehicles over the next few months and has just recruited 22 drivers for the Watford service. Traffic manager, Greg Newsum, said: "We will be expanding our workforce further in the coming months."

The Pointers are the first for London Buslines, but were ordered in the light of operating experience of similar vehicles at sister Q Drive company, Bee Line.

Seating for 37 passengers is provided with two single forward-facing seats on the nearside behind the wheelarch of the 10-metre vehicle.

Mr Newsum said: "This layout gives much improved passenger circulation, helping to cut loading times at busy stops. Split-step entrance and nearside luggage pen are also fitted.

s ahead

ntaining at the Scots and a minibus join

because he got a good deal on the four Volvos.

The latest deliveries give Whytes a young fleet, with six of its 13 full-size coaches being less than three years old. Coincidentally, the oldest is a 1986 Caetano Algarve-bodied Volvo B10M.

In addition the fleet contains a number of smaller vehicles including an N-reg Renault Master 16 seater with three-point seatbelts.

Mr Urquhart explained why the company had spent a lot of money on new vehicles over the last 15 months. He said: "You've got to keep ahead otherwise the gap gets larger, and it also helps to keep maintenance costs down."

He expects the new vehicles to help win new business: "We do a lot of our own work — tours and private hire — and we are always trying to increase that market."

DEVON CONVERSIONS

Fiat donates Ducato minibus

A FIAT Ducato Maxi 13-seat wheelchair-accessible minibus has been presented to BEN's Lynwood Nursing and Residential Centre at Sunninghill, Ascot, by the Fiat Auto Charity.

Similar to the vehicle tested by *Coach and Bus Week* (*CBW*, 24 February), the long-wheelbase high-floor Ducato converted by Devon Conversions has three seats in the cab and 10 forward-facing semi-high-back seats in the saloon, each fitted with lap and diagonal inertia 'all-age' safety belts.

Seats are removable to accommodate up to four wheelchairs - access for these being provided by a Ratcliff electric lift at the rear.

ALEXANDER

Eastern Counties welcomes Sprints

TWO Alexander Sprint/Mercedes-Benz 711D 25-seat minibuses have been delivered to FirstBus subsidiary, Eastern Counties. They replace first-generation minibuses on Lowestoft local services and are built to meet DPTAC specifications at the request of Suffolk County Council whose contracts cover part of the services.

Mark Roberts, manager of Eastern Counties Lowestoft operations, welcomed the new Sprints, saying that the extra interior space and lower entrance steps would be appreciated by passengers.

The new buses are Eastern Counties' first Sprints — a long-life small bus body design using a durable aluminium frame.

CBW

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One sold 2 1990 **£92,500**

BERKHOF EXCELLENCE 1000, MAN 11.190, AUG '93 L

33 Vogel recliners + courier seat, radio/PA, double glazed, video, fridge, coffee machine, rear saloon toilet, Webasto, full Sutrak **air conditioning**.

£109,500

A RARE OPPORTUNITY TO PURCHASE THESE 1994 L REG BOVA FUTURA HIGHLINES

2 – 55 recliners + courier, double glazed, **air con**, Webasto, radio/PA, video, fridge, coffee machine. **£129,500**

1 – 51/55 recliners + courier, double glazed, **air con**, Webasto, radio/PA, video, fridge, coffee machine, demountable toilet. **£132,000**

(61781/CS)

1994 B6R CAETANO

34 R/S + courier, curtains/carpet to entrance & aisle, radio/P.A, tape, power door, continental door, proper little coach, MoT February '97

£72,500 + VAT

Tel: 0141 956 5678 (61214/CS)

DAF SB3000 VAN HOOL ALIZEE

Drop driver, 51 recliners + courier, double glazed, curtains, radio, PA, TV/video, centre toilet, bunk, hot water + fridge, totally A1 condition, new test, new discs, brakes etc, taxed Jan '97

£76,500 + VAT

May Part Exchange

01786 814319 or 0831 637985 (60805/CS)

1993 NEOPLAN CITYLINER

Super High

48 seats, double courier, walk in kitchen including microwave & percolated coffee, 2 video screens, cassette P/A, sub tropical air conditioning, toilet with hot water, cruise control, safe, Webasto, large water tanks, extra lockers, bunk, rear steer, Telma, Mercedes V8 twin turbo engine, seat belts, non smoking and much more.....

£175,000 + VAT

Telephone 01922 414 576

(61211/CS)

THE BUS CENTRE

Birmingham 0121 415 5111

Stafford 01785 760666

FORD TRANSIT 2.5Di

Coachbuilt, sixteen seater, brand new luxury trim and hi-back coach seats, luggage racks, power in-swing door, very low genuine mileage, 12 months PSV.

YOUR CONTACT – CHRIS JONES
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1985 DAF SBR2300 JONCKHEERE P99

71 recliners & courier seat, driver's bunk, toilet/washroom, servery, drinks machine, fridge, tv/video, radio/cassette/pa system. personal plate.

£39,500 + VAT ono

One of Two

Tel. 01327 702181 Fax. 01327 705711 (Northants)

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1978/79/80 DAIMLER FLEETLINE

Gardner engine, single entrance, 75 seats, good MoT, choice.

Tel. 01606 853298

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(61995/CS)

1987 DODGE MINIBUS, NORTHERN COUNTIES BODY

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01606 836595 (night) 0836 346277 (mob)

(61994/CS)

1994 MERCEDES 709D AUTOBUS CLASSIQUE

25 seats + 13 standees, Dip Tac spec, luggage pen, manual gearbox, MoT 16/8/96. **£36,750 + VAT**

ALSO

1995 MERCEDES 811D AUTOBUS CLASSIQUE

31 seats + 8 standees, Dip Tac spec, luggage pen, manual gearbox, MoT 3/1/97. **£42,750 + VAT**

Both vehicles are in excellent condition inside and out and are for sale due to loss of contracts

Contact Andy James on 01666 505585

(61209/CS)

Classified

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CBW Coach and Bus Week

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'86 DAF MB200 CAETANO ALGARVE, 53 R + C

'87 SCANIA K112 PLAXTON 3500, 48 R + C, toilet

'88 SCANIA K112 VAN HOOL ALIZEE, 49 R + C, toilet

'88 VOLVO B10M PLAXTON 3500, 49 R + C, toilet

'88 LEYLAND TIGER 290 DUPLE 340, 55 R + C, R/P/C

'88 DAF SB2300 CAETANO ALGARVE, 53 R + C, R/P/C

'89 SCANIA K93 DUPLE 320, 55 R + C, R/P/C

'89 DAF DHTD DUPLE 320, 53 F + C, toilet

'91 VOLVO B10M PLAXTON 3500, 51 R + C, toilet

'91 VOLVO B10M PLAXTON 3500, 53 R + C, R/P/C

'92 SCANIA K93 VAN HOOL ALIZEE, 55 R + C, R/P/C

'92 MERCEDES 0303 PLAXTON 3500, 49 R + C, toilet

'92 SCANIA K113 PLAXTON 3500, 51 R + C, toilet

SCANIA COACH SALES

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BEDFORD

'C' REG BEDFORD YNV Duple 320, 55 seats and toilet/57 seats, Sept '96, grey moquette, wheeltrims, probably one of the cleanest, **£23,500 ono + VAT. Tel. 01492 640320.** (61360/BE)

BEDFORD OB VISTA, 1950, (JAB 661), 29 seater, restored and in good daily working order with MoT until 4 May '96. **£10,000 + VAT. Victory Tours, Salisbury. Tel. 01725 552247.** (61245/BE)

BEDFORD PLAXTON, 1975, 53 seater, express doors, destination equipment, MoT August 1996, very clean, orange/red interior and exterior, regularly maintained, **£2,250 + VAT. Tel. 01795 423982 (Kent).** (61222/BE)

BOVA

BOVA EUROPA, 1983, 53 recliners + courier, radio/pa, wheel trims, new white paint, MoT May 96. **£17,500 + VAT. Tel: 013552 235292 (Scotland).** (61244/BOV)

DAF

DAF SB2300 PLAXTON PARAMOUNT 3200

9.6 ltr engine, manual gearbox, 53 seat, first reg 6/1/88, cherished number plate, MoT 12/96.

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(61795/DAF)

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Late 1988, DAF MB230, 51(R) + courier, toilet, water boiler, fully seat belted, new Blaupunkt radio/pa, wired for TV/Video

£72,000

Would welcome part exchange

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(61237/DAF)

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DAF

D REG DAF SB2300, Duple 340, 53 recliners + courier, centre toilet, continental door, radio/PA, wired for TV/video, taxed and tested. May consider part exchange for 14/16 seat minibus. **£28,950 ono + VAT – all offers considered. Tel. 01357 521277.** (61019/DAF)

DAF BERKHOF, DOUBLE DECKERS, 89 & 88 executive, 76 seats, toilet, tv, fridge, drinks & curtains, new test, **Offers. Tel. Blythswood Motors on 0141 221 3165 or 0141 639 6107 evenings.** (61353/DAF)

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Various MoT's to December 1996

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1986, private plate, 49 recliners (re-moquette 1995), rear sunken toilet, servery, all white exterior, brown/beige interior, inertia reel seatbelts throughout, radio/cassette, wheeltrims, 12 months MoT

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1983 MERCEDES 608D

Devon conversion,
19 high back moquette seats with armrests, tinted windows, full 12 months test and taxed.
Good condition all round, white exterior.

£4,975 + VAT

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(61363/ME)

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1990 G 308D, 15 seat, good condition **Weekly Lease from £62.00 + VAT**

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0151 228 1144/0836 710668

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(61359/ME)

MERCEDES: IMMEDIATE DELIVERY. Most models from Urban Ranger; 47 + 23 standees, 811; 33 + 12 standees, 709; 29 + 8 standees + wheelchair vehicle and luxury coach spec. All in stock for instant delivery. P/X welcome. **Tel. Blythswood Motors on 0141 221 3165 or 0141 639 6107 evenings.** (61357/ME)

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NEW STOCK

711 MERCEDES 25 seats, coachbuilt, power door, deep boot

609 MERCEDES VAN CONVERSION, 24 seats, power door, luxury, power door

711 MERCEDES, 24 seats, van conversion, luxury coach spec, power door

USED

1994 MERCEDES 208 TRAVELINER, 12 seater,very clean, low mileage

1993K 814 MERCEDES PLAXTON, 33 seats, luxury

1990H TOYOTA OPTIMO, 21 seats, luxury, tv, etc

1988 MERCEDES 407, 15 seats, seatbelts

1987 MERCEDES 609, 18 seats, van doors, would suit tail-lift

1986 MERCEDES 307, 12 seats

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or EVENINGS 01357 521888

(60802/MB)

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MERCEDES 711D, 24 seats with extra large boot or courier seat, with or without power door
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1993 K REG 811D, 24 seat, Autobus Classique, high spec.
1993 K REG MERCEDES 811D, 24 seat exec with tables.
1990 G REG MERCEDES 609D, 24 seater.
1990 G REG MERCEDES 408D, 15 seater.
1990 H REG FREIGHT ROVER, 16 seater Optare conversion.
1989 MERCEDES 308D, 15 seater.
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(60301/MB)

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18 seater minicoach,
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in daily use, smart interior,
recent new engine, any trial.

£2,500

MUST GO THIS WEEK

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(61318/MM)

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Diesel 2.5, LWB,
high roof, 14 seater,
5 speed, very clean PSV,
MoT Oct 1996.

£3,950 ono

Tel: 01902 672413

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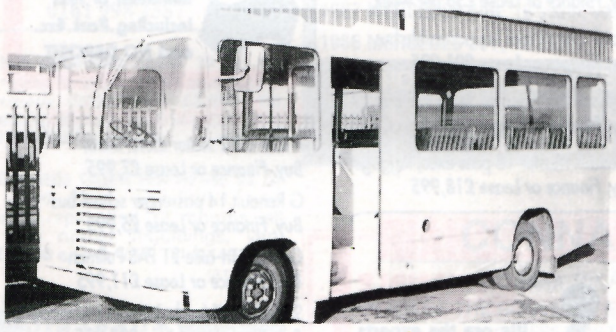

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69 recliners, full executive, MoT Jan 1997, available now with work.

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1987 B10M PARAMOUNT 3200, 57 seats in brown/orange, new gangway, tinted windows, full underfloor luggage, fully repainted, painted two pack white. Tested April '97.

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1985 SCANIA K112 VAN HOOL ALIZEE H, 49 recliners in brown/orange, curtains, tinted windows, radio/cassette, rear toilet, fridge, coffee machine, painted two pack white. New test.

1983 LEYLAND TIGER 245 SEMI-AUTO DUPLE GOLDLINER IV, 50 seats in fawn/orange moquette, rear sunken toilet, tinted windows, fully repanelled, framework checked, excellent vehicle with new test.

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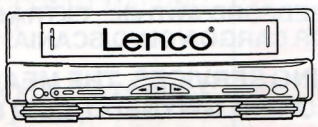

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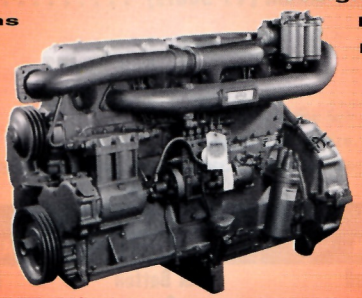

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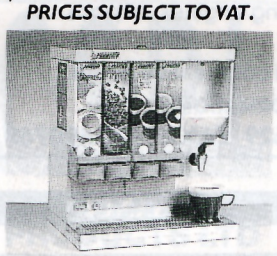

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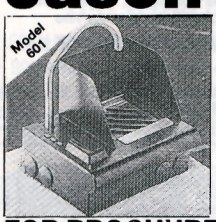

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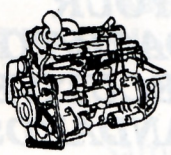

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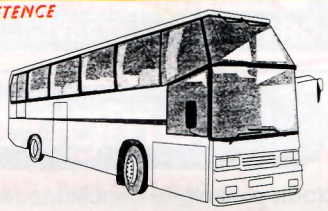

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(61025/AUC)

Appointments & Tenders

Tel: 01733 467144 Fax: 01733 467154

Stagecoach UNITED COUNTIES

is seeking a

DEPOT ENGINEERING MANAGER

based at NORTHAMPTON

STAGECOACH UNITED COUNTIES, operating 350 buses and coaches in the Bedfordshire and Northamptonshire areas, is seeking to appoint an Engineering Manager for its Northampton District to be responsible for controlling engineering standards for a fleet of eighty-five vehicles.

The successful applicant will be responsible to the Engineering Director for the maintenance and presentation of the fleet of minibuses, conventional buses and coaches based in the Northampton district, to the Company's and Department of Transport's standards.

Applicants should be fully qualified, with a proven track record of management and motivation of staff, with the ability to manage and control within agreed budgets.

The Northampton area is busy and challenging where the position of Engineering Manager represents a valuable opportunity for an enthusiastic and ambitious engineer.

Salary will be dependent on qualifications and experience. Contributory pension scheme, sick pay scheme, generous travel concessions form part of the conditions package.

Applications in writing by 16th March 1996 with full career details to Mr Barry Warner, Managing Director, Stagecoach United Counties, Rothersthorpe Avenue, Northampton. NN4 8UT

(61986/APP)

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COACH CONTROLLER

Limebourne Travel, the London based coaching division of Q Drive has a vacancy for a Coach Controller.

This is a broad and demanding 'hands on' supervisory position and the successful candidate will have excellent communication skills, the ability to work in a team, and a willingness to work flexible hours on a shift rota system. The position is based at the Company's premises in Battersea.

Possession of a CPC and/or PCV driving licence would be an advantage but are not essential.

Encouragement with career development will be given, if appropriate.

Please apply in writing with full CV to Garby Zacca, Traffic Manager, Limebourne Travel, Silverthorne Road, London SW8 3HE

Limebourne Travel is part of the Q Drive Group.

(61018/APP)

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We anticipate that you'll need to be an apprenticed technician with appropriate City and Guilds qualifications and have demonstrable commercial awareness. We will, however, provide you with all the necessary keyboard and computer training.

For an application form please contact Karen Dance or Sonia Hardy on (01908) 218111

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(61023/APP)

Tenders for Education & Social Services Transport

Norfolk County Council are setting up a list of operators who they will invite to tender for Education and Social Services Transport contracts throughout Norfolk. These contracts will be suitable for cars, taxis, minibuses, wheelchair accessible vehicles, coaches and seats on local bus and train services.

If you would be interested in tendering for these transport services in the future and would like to be included on the list, please contact:

Niki Park, Education Transport, Norfolk County Council, Martineau Lane, Norwich, NR1 2DL
Telephone 01603 222680

for more details and an application form.
Existing contractors will be sent an application form automatically.

Completed forms must be returned by:
Friday 29 March 1996.

NORFOLK COUNTY COUNCIL Education

Community Services Division
Education Transport

(61225/TEN)

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London Transport bus services

London Transport Buses will shortly be inviting tenders for the operation of the following London Transport bus routes.

91	Crouch End - Trafalgar Square
184	Turnpike Lane - Barnet
298	Southgate - South Mimms
624	Welling Corner - Eltham Green
638	Coney Hall - Sidcup
661	Petts Wood - Eltham College
N91	Cockfosters - Trafalgar Square
Bexley and Greenwich Mobility Bus Network	

If you are interested and have already submitted your pre-qualification documents then you need take no further action at this stage. However if you are interested and have not completed London Transport's pre-qualification system for bus service tendering then you must do so by 4th March 1996 in order to receive invitations to tender for the above routes.

Pre-qualification documents are available by writing to:

Mr T Wynne
Buyer
London Transport Buses
172 Buckingham Palace Road
London SW1W 9TN
Telephone 0171 918 3812

London Transport Buses

▼ Bus

Training commitment of CentreWest recognised

Gillian Shepherd presents award to md Peter Hendy

by Mike Morgan

SECRETARY of state for education and employment, **Gillian Shephard,** has presented CentreWest London Buses with a National Training Award.

The award, handed to md **Peter Hendy,** recognises CentreWest's commitment to the Vehicle Engineering Competence Assessment Scheme (VECAS) with over 1,500 weeks of training. As a result, engineers at the company have changed their methods, become qualified to at least NVQ2 in three engineering trades — mechanical, electrical and bodywork — and have upped the standard of maintenance.

CentreWest's streamlined workshops now operate with fewer staff but to higher standards.

Hendy: received award

▼ Obituary

Owner of Clews Travel dies suddenly

CLEWS Travel owner **Ron Clews** died suddenly last week.

Mr Clews, 51, started the Wolverhampton company in 1989, and quickly established a reputation for a high standard of service. The firm has grown in the last seven years so it now runs four full-sized coaches, two midicoaches and two minibuses on private hire and its own tours.

"Ron was a wonderful man, and well-known in the area," said an employee of Clews Travel. "He was very kind to people, and set great store by the quality of his company's services."

Mr Clews leaves a wife, Gillian, and son Alan, who will be taking the reins of Clews Travel.

▼ Bus

Ausmosis at Transit

THAMES Transit made the pages of national newspapers with the appointment of two drivers from its Australian subsidiary's home town.

David Manchard and Joe Lally are both expats who had settled in Brisbane. They applied for, and got, jobs with Thames Transit in Oxford after ads appeared in the local paper.

Mr Manchard was born in West Ham and moved to Australia when he was 18. Mr Lally is a Scot, who handed in his notice as a civvy in the Royal Navy in Rosyth and went 'Down Under' in 1982.

Both will be in permanent posts with the Transit Holdings subsidiary.

CBW Coach and Bus Week
The PSV industry's news weekly

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Coach and Bus Week is the news weekly for coach and bus operators. *Transit* provides vital analysis of, and information on, the UK public transport scene every fortnight. Together they make an unbeatable and invaluable package. All annual subscription rates include delivery by first class post. It is important to fill out all parts of this form. NB: *Transit* is not available on subscription without *Coach and Bus Week.*

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Airmail	1 year's subscription	£196

Transit (Existing Coach and Bus Week Subscribers)

UK	1 year's subscription	£72
Eire/Europe	1 year's subscription	£115
Airmail	1 year's subscription	£147

IT IS IMPORTANT TO ANSWER THE FOLLOWING QUESTIONS. THANK YOU FOR YOUR HELP.

YOUR COMPANY DETAILS

1. What is your primary job title?
(Tick one only)

Owner/Director ❒ 01
Senior/General Manager ❒ 02
Engineering/Service Manager ❒ 03
Other, (please specify) ❒ 04

2. What is your company's main business function?

Bus Operator ❒ 01
Coach Operator ❒ 05
Coach & Bus Operator ❒ 02
Local Government ❒ 03
Other (please specify) ❒ 04

3. How many vehicles does your company own/operate?
(Tick all that apply)

	Buses	Coaches
1-5	❒ 01	❒ 10
6-10	❒ 02	❒ 11
11-15	❒ 03	❒ 12
16-25	❒ 04	❒ 13
26-39	❒ 05	❒ 14
40-100	❒ 06	❒ 15
101-400	❒ 07	❒ 16
401-1000	❒ 08	❒ 17
1000 +	❒ 09	❒ 18

4. Do you have responsibility for the recommendation/purchase and/or specification of the following?
(Tick all that apply)

	Pur	Spec	Rec
Vehicles	❒ 01	❒ 12	❒ 23
Parts/Spares	❒ 02	❒ 13	❒ 24
Oil/Fuel	❒ 03	❒ 14	❒ 25
Breakdown	❒ 04	❒ 15	❒ 26
Insurance/Finance	❒ 05	❒ 16	❒ 27
Fuel Cards	❒ 06	❒ 17	❒ 28
Training	❒ 07	❒ 18	❒ 29
Venue/Attraction Tickets	❒ 08	❒ 19	❒ 30
Ferry Crossing	❒ 09	❒ 20	❒ 31
Hotel Bookings	❒ 10	❒ 21	❒ 32
Theatre Tickets	❒ 11	❒ 22	❒ 33
Other, (please specify)			❒ 34

5. What type of work does your company undertake?
(Tick all that apply)

Private Hire ❒ 01
Day Excursions ❒ 02
British Tours ❒ 03
European Tours ❒ 04
Local Government Contracts ❒ 05
Emergency/Breakdown Services ❒ 06

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Return to: Mark Barton, *Coach and Bus Week*, EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough PE1 1DS.

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Ref: 6922 **£111,950**

1992 J Volvo B10M Van Hool, 49/53 fitted reclining seats,
Exterior White, Interior Grey, Red and Blue Striped Moquette, Radio, Pa, Stereo, Driver Operated Door, Exhaust Brake, Side Locker, Toilet, Double Glazing, Tinted Windows, Blinds, Continental Door, Crew Seat, Soft Trim and Wiring for TV/Video.
Ref: 6563 **£119,950**

1995 M Volvo B9 Van Hool, 38 reclining seats,
Exterior Black, Interior Multi Coloured Moquette, Radio, Pa, Cassette, Wire for TV/Video, Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Toilet, Double Glazing, Tinted Windows, Blinds, Crew Seat, Carpet in Boot and No Rear Window.
Ref: 6870 **£136,950**

1994 L Volvo B10M MK IV Jonckheere 45L, 51 reclining seats,
Exterior Cream, Interior Grey, Red & Blue Moquette, Radio, Pa, Stereo, Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Toilet, Double Glazing, Tinted Windows, Curtains, Continental Door, Crew Seat and Soft Trim.
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Ref: 6924 **£112,950**

1993 K Volvo B10M Mk III Jonckheere Deauville 45L, 50/53 reclining seats,
Exterior Cream & Red, Interior Brown Moquette, Radio, Pa, Stereo, Wheel Discs, Driver Operated Door, ABS, Telma, Side locker, Webasto, Tinted Windows, Curtains, Continental Door and Crew Seat. CHOICE OF TEN (10) SIMILAR COACHES
Ref: 6867 **£125,950**

1992 J Volvo B10M Excalibur, 49/53 reclining seats,
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Ref: 6847 **£117,750**

1992 J Volvo B10M Jonckheere, 51 reclining seats,
Exterior White, Interior Blue Moquette, Radio, Pa, Stereo, Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Toilet, Double Glazing, Tinted Windows, Curtains, Continental Door, Crew Seat, Crew Compartment, Soft Trim, Tea Machine and TV and Video.
Ref: 6670 **£112,950**

1991 H Volvo B10M Paramount 3500, 51/53 reclining seats,
Exterior White, Interior Grey Moquette, Radio, Pa, Cassette, Wiring for TV/Video, Driver Operated Door, Exhaust Brake, Side Locker, Toilet, Tinted Windows, Curtains, Continental Door and Crew Seat.
Ref: 6747 **£92,250**

1990 G Volvo B10M Van Hool, 49 reclining seats,
Exterior Gold, White & Black, Interior Duo Brown Moquette, radio, Pa, Cassette, Driver Operated Door, ABS, Telma, Side Locker, Toilet, Double Glazing, Tinted Windows, Continental Door, Crew Seat and Crew Compartment.
Ref: 6797 **£92,750**

1989 F Volvo B10M Paramount 3500, 49 reclining seats,
Exterior White, Blue & Yellow, Interior Grey Moquette, Radio, Pa, Cassette, Wiring for TV/Video, Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Toilet, Tinted Windows, Blinds, Continental Door, Crew Seat and Provision for Crew Compartment.
Ref: 6873 **£74,250**

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